Vol. IX, No. 10 October, 1933

66

SOAP

with which is included an

Insecticide & Disinfectant Section

Published by MACNAIR-DORLAND COMPANY, INC., 136 Liberty Street, New York

CITRENE

saves two ways . . . you use less than you would of the natural citronella oil, and it costs less.

● it pleases. Citrene has a sweeter, more completely rounded, refined odor. Soap makers are turning more and more to Citrene. They like the savings effected, and they like the results.

GIVAUDAN-DELAWANNA, INC.

80 FIFTH AVENUE, NEW YORK, N. Y.

BRANCH OFFICES:

Philadelphia Los Angeles Atlanta Cincinnati Detroit Dallas Baltimore New Orleans
Chicago San Francisco Montreal Havana

THE SOAP WE USE NOW IS GOOD ENOUGH
—NOT INTERESTED
WE HAVE PLENTY OF SOAP ON HAND
TOO BUSY TODAY
WE'RE ECONOMIZING
WE'RE UNDER CONTRACT—
—NOT INTERESTED
THE SOAP BUYER IS IN CONFERENCE

SMASH SALES RESISTANCE

with these two easy selling soaps

These Falcon Liquid Toilet Soaps overcome sales resistance on merit alone. Judged on purity or price —put to any test of performance or ingredients, they literally sell themselves.

FALCON 42% CONCENTRATED LIQUID TOILET SOAP

For the customer who demands a concentrated soap, we urge you to let him try Falcon 42% Concentrated Soap for himself—then watch his sales resistance vanish. Containing the richest soap content possible in liquid form, Falcon 42% Concentrated will make for him more diluted soap per gallon than any other soap he has ever used. No fillers or adulterants are used—only carefully tested ingredients blended under strict laboratory control.

U. S. GOVERNMENT STANDARD 15% LIQUID TOILET SOAP

Does your customer want a ready-to-use soap? Then Falcon U.S. Government Standard 15% soap is his assurance of highest quality. Built to conform to a rigid government specification and very plainly labeled so, it is the buyer's protection against evasion or sidestepping of the clear government requirements for a superior ready-to use soap. Just show your customer the label. It is a written guarantee that he is getting what he is paying for.

If you aren't selling Falcon Liquid Toilet Soaps—begin now. No other soaps are as easy to sell. They will build for you the nucleus of a profitable jobbing business faster than any other soaps made.

NRA

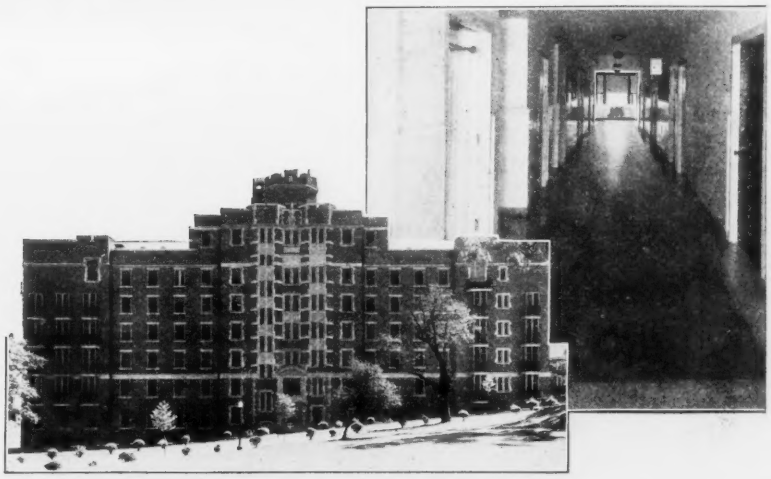
EAGLE SOAP CORPORATION

25 E. JACKSON BLVD. CHICAGO, ILL.

NRA

Falcon Liquid Toilet Soaps

MADE BY THE MAKERS OF THE FAMOUS FALCON DEODORANT BLOCS AND CHALLENGER URINAL BLOCKETTES



FEDERAL MOP-VAR
Means Increased Sales and Profits for You

Countless thousands of schools, hospitals and public buildings of all kinds, each with a floor finishing problem, represent a vast opportunity for increasing sales and profits with Mop-Var.

Mop-Var is a perfected and specialized floor sealer that penetrates into the pores, fills them and then forms a hard, elastic sealer that effectually resists water and moisture and keeps out all destructive elements.

To apply ordinary varnish or even some types of oil sealers requires skill, considerable time and usually special tools and equipment. Anyone of ordinary intelligence without special experience can apply Mop-Var because it can be applied with a lamb's-wool mop or cheese cloth pad. Effects big savings in labor and maintenance costs.

FEDERAL QUALITY IS YOUR SAFEGUARD

Mop-Var is one item in the complete line of Federal specialized floor preservatives and polishes all perfected after long and rigid tests. Years have been spent to make each Federal product the finest that can be made for each kind of floor. Federal Products are known from coast to coast.

We are the only manufacturer able to offer you a complete line of products for every type and kind of floor because our entire technical staff has specialized in these types of finishes. Our company is America's largest producer of floor preservatives and polishes selling in bulk.

FEDERAL'S SALES POLICY HELPS YOU BUILD BUSINESS

Our sales policy permits you to build up and expand an ever-growing business at attractive profits because we distribute our products in bulk at lowest prices. We sell only to soap, chemical and disinfectant concerns who in turn re-can and merchandise the various products under their own brand names and labels. We teach your salesmen how to sell our line and equip them to do a real selling job for you.

YOUR MARKETS AWAIT YOU

You sell your present customers soaps and cleaners to use on surfaces which will have to be finished or polished after cleaning. Then they buy the necessary finishing materials elsewhere. The markets await you because you have the first chance at them.

Why not sell 100 per cent of their requirements instead of 50 per cent?

Let us tell you what we have to offer you to reach this big field for increased sales and profits.

FEDERAL VARNISH CO.

337 So. Peoria Street Chicago, Ill.

Announcing

A SUPERIOR SOAP GERANIOL

BY *du Pont*

SEND COUPON FOR FREE SAMPLE

An inexpensive, dependable Geraniol has been the goal of the soap industry for years. Here it is—Du Pont Soap Geraniol. This new aromatic is the result of many months of unceasing testing and retesting, blending and reblending by Du Pont chemists until a superior Geraniol was produced.

It is a scientifically made product of fairly high alcohol content. Its color is light amber. Its odor sweet and pungent, and exceptionally uniform.

Actual working tests in soap show Du Pont Soap Geraniol exhales an agreeable rosy odor even when used in small quantities. In a bouquet it produces that desirous velvety note for which the soap maker strives.

The coupon will bring you free sample to test in your own laboratory. Mail it today and prove for yourself that Du Pont Soap Geraniol is a superior Geraniol.

DU PONT
AROMATICS

E. I. DU PONT DE NEMOURS & CO., INC.
Organic Chemicals Department S-9
Fine Chemicals Division, Wilmington, Del.

E. I. DU PONT DE NEMOURS & CO., INC.
Organic Chemicals Dept., Fine Chemicals Division
Wilmington, Delaware

Gentlemen—I'm anxious to try your new DU PONT SOAP GERANIOL. Please send me a sample free.

Name .....

Address .....

City ..... State .....

SOAP

Reg. U. S. Patent Office

Volume IX
Number 10

October, 1933

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INSECTICIDE and Disinfectant Section, which is included as a department of every issue of SOAP, begins on page 71. Oil, Fat & Soap Production Section begins on page 59. These sections contain news, articles and editorial opinion of particular interest to their respective industries.

«

IRA P. MACNAIR
Editor

DR. FOSTER D. SNELL
Consulting Technical Editor

GRANT A. DORLAND
Business Manager

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Each one a DIFFERENT SEALING PROBLEM

OBTAINING the *right* closure for *your product* is not a matter of chance when you entrust your sealing requirements to C. C. S. Here there are many types of closures and liners from which to choose. There is no prejudice or predisposition to influence our recommendations. And the experience of the C. C. S. organization is so broad and so diversified that there is hardly a chance we are not familiar with the sealing requirements of products similar to yours. In fact, you can just about name your product and we will supply the right closure to do a thoroughly satisfactory sealing job. • Why not find out the real meaning of C. C. S. 7 Point Closure Service and the advantages it offers you? A phone call, wire or letter will bring particulars.

Use this 7 POINT SERVICE

EFFECTIVE SEALING • SUITABILITY FOR PRODUCT • EASY APPLICATION • EASY REMOVAL • BEAUTIFUL DECORATIONS • DEPENDABLE SUPPLY • NATION WIDE SERVICE

TO OBTAIN THE RIGHT CLOSURE FOR YOUR PRODUCT

CROWN CORK & SEAL CO. Baltimore Md.

WORLD'S LARGEST MAKERS OF CLOSURES FOR GLASS CONTAINERS

It's all in the **CAP**

QUALITY SANITARY SPECIALTIES

Motorists like the way you can apply this new polish either to part or to the whole of the car before polishing it off.

Clean Up With This New

NOPCO Auto Polish

We knew it was good . . . we didn't know other people would recognize that fact so fast. But up go sales, with car owners reporting enthusiastic satisfaction and jobbers and dealers reporting handsome profits!

Nopco 1669 Auto Polish offers special advantages as a fall and wintertime polish. It's easily and quickly applied. It's both a polish and a cleanser. It leaves a clean, glistening surface. It's economical.

Nopco 1669 Auto Polish is offered only to the trade, in bulk. A protected profit.

RUBLESS FLOOR WAX

Nopco 1725

A liquid floor wax that dries to a lustrous, durable film. Its water-resistant properties compare favorably with solvent wax solutions. A stable emulsion.

PINE OIL BASE

Nopco Albasol AR

An excellent base for making soluble pine oils for spraying, disinfecting, and insecticide purposes.

LIQUID SOAP BASE

Nopco Kokobase

A high grade, concentrated cocoanut oil potash soap. Used widely for making perfumed soaps and shampoos.

NOPCO quality products are always uniform and of unvarying standards. This means complete satisfaction to ultimate consumer. Write for full information about the products in which you are interested.

NOPCO

NATIONAL OIL PRODUCTS COMPANY

Boston Chicago **HARRISON, N. J.** San Francisco Hamburg, Germany

UNIFORMITY

Niagara PARA

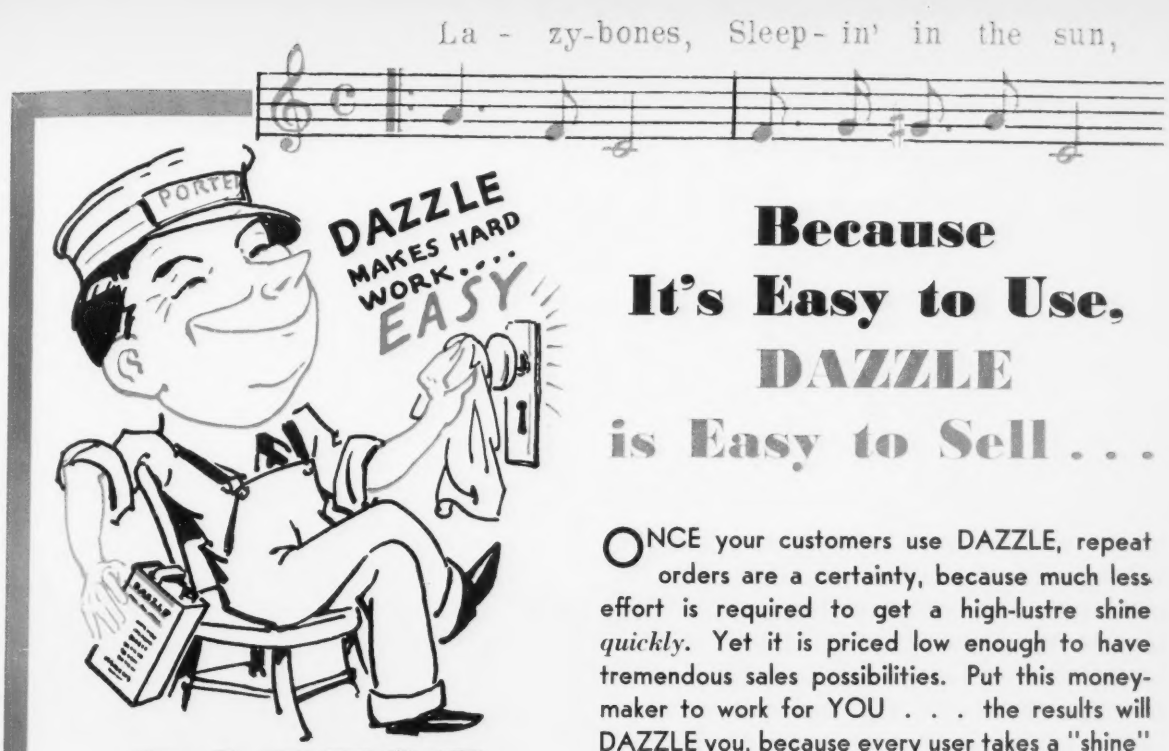
UNADULTERATED
PARADICHLOROBENZENE

There's triple uniformity in "Niagara Para". Each crystal is uniform in quality, whiteness, fineness. And if you want Paradichlorobenzene in the convenient bead form, ask for Pearlpara. There's uniform quality here, too.

NIAGARA ALKALI COMPANY

9 East 41st Street New York, N. Y.

Associated with Electro Bleaching Gas Co. Pioneer Manufacturer of Liquid Chlorine



DAZZLE METAL POLISH

...gives maximum lustre using least "Elbow-grease"

- **NON-INFLAMMABLE**
- **NON-SETTLING**
- **NON-EXPENSIVE**

For Brass, Copper, Nickle, Tin, etc.

DAZZLE needs very little rubbing; it makes shorter working hours possible, yet does the job better. No acids, alkalis, harsh abrasives or other harmful ingredients are used. And because it is concentrated, a little goes a long way. Fully and unconditionally GUARANTEED, like all Clifton Products.

Because It's Easy to Use, DAZZLE is Easy to Sell . . .

ONCE your customers use DAZZLE, repeat orders are a certainty, because much less effort is required to get a high-lustre shine *quickly*. Yet it is priced low enough to have tremendous sales possibilities. Put this money-maker to work for YOU . . . the results will DAZZLE you, because every user takes a "shine" to it!

THIS is just one of the many Clifton items that will increase your sales. Backed up, like the others, with snappy circulars and imprint labels, to save you expense and increase your sales. Use the coupon below for quotations and detailed information. Let's get together NOW for future profits!

MEMBER NATIONAL ASSN. INSECTICIDE AND DISINFECTANT MFRS. INC. 1914

NRA MEMBER U.S. WE DO OUR PART

CLIFTON CHEMICAL CO., INC.
CLIFTON BUILDING, 246 FRONT STREET, NEW YORK CITY
"Quality Sanitary Products Since 1912"

TEAR OFF AND MAIL THIS COUPON

Clifton Chemical Co., Inc.
246 Front Street, New York City

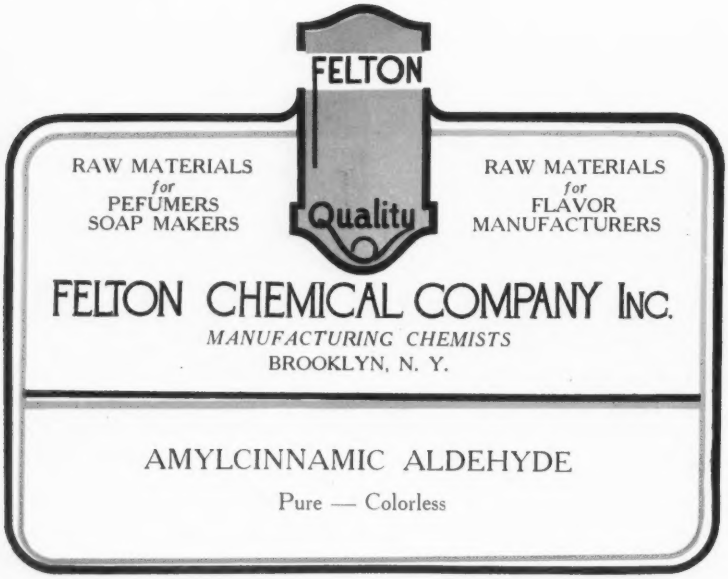
Yes Clifton, send us the details and price of DAZZLE, as well as the other items checked:

☐ DAZZLE Metal Polish	☐ Deodorizing Block Containers	☐ Bar Oil
☐ Semi Castile Liquid Soap	☐ Rub-No Wax	☐ Coal Tar Disinfectant
☐ Liquid Soap Base	☐ Silver Polish Paste	☐ Pine Tree Disinfectant
☐ Liquid Soap Dispensers	☐ Liquid Floor Cleanser	☐ Shampoo Liquid and Base
☐ Deodorizing Cakes and Blocks	☐ Oil Soap	☐ Shaving Cream

(NAME) .....

(ADDRESS) .....

Felton Aromatic Chemicals



QUALITY

UNIFORMITY

SERVICE

- This Label on a Package of Amylcinnamic Aldehyde Insures You a Product of the Highest Degree of Purity That It Is Possible to Produce.
- Manufactured on a Large Scale—In Modern Equipment—Each Operation Chemically Supervised — Felton Amylcinnamic Aldehyde Brings to You a Quality Product at an Unusually Attractive Price.
- Imparts a Fine, Clean, Non-Greasy Odor Obtainable Only with a Chemically Pure Product.

Write Us for Samples and Quotations

FELTON CHEMICAL COMPANY, INC.

Executive Offices and Factory—599 JOHNSON AVE., BROOKLYN, N. Y. *Chicago, Ill., Office*—1200 NORTH ASHLAND AVE.

Stocks Carried in the Following Cities:

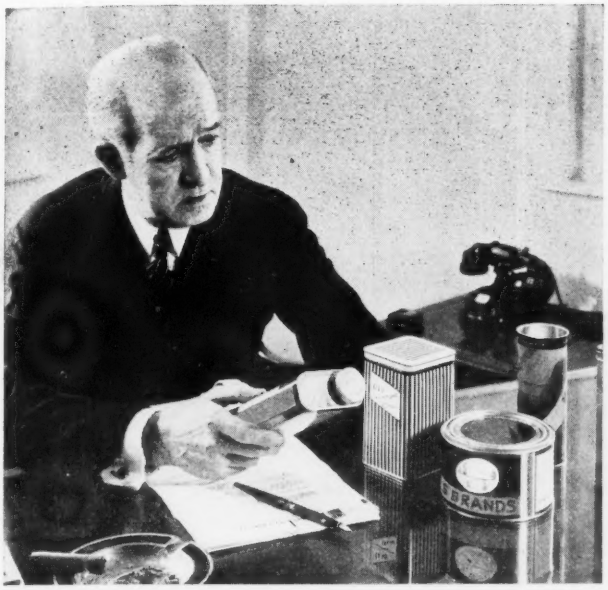
LOS ANGELES, CAL.
WM. PAUER
1131 N. Orange Grove Ave.

SAN FRANCISCO, CAL.
A. H. DOREMUS
1282 Folsom St.

CHICAGO, ILL.
M. HARTSTEIN
1200 No. Ashland Ave.

NEW ORLEANS, LA.
ROBERT E. FELTON
Balter Bldg., Rm. 407

For NEWER AND BETTER *Packages*



See CONTINENTAL *First*

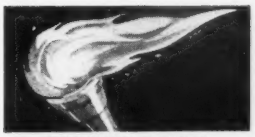
If you're not *absolutely* sure as to the selling ability of your package or how it meets 1933 Packaging Standards—check with Continental!

In the "101 questions" that arise in the packaging of any product, Continental has 29 years of experience and complete facilities (see column at right) to help you find the solution of your problems.

Too, there are Continental cans available that are widely adaptable . . . thoroughly protective and economical, in sizes, shapes and styles to meet every packaging need.

For a package better qualified to sell . . . see Continental first!

Tremendous Resources for Service



KNOWLEDGE

Important among Continental's resources are those of knowledge — of experience — accumulated over a quarter-century in packaging assistance to many diversified industries.

RESEARCH

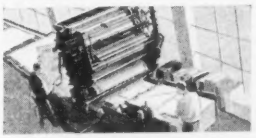
In Laboratories completely equipped with modern facilities, a large staff of highly trained specialists are ready to solve your specific problems.

DEVELOPMENT

Here you may be shown how a new type of container, or perhaps an improvement on your present one, can help put your product ahead of present-day competition.

DESIGN

A group of Specialists ready to offer suggestions for improving your design or for an attractive new arrangement, in eye-compelling colors.

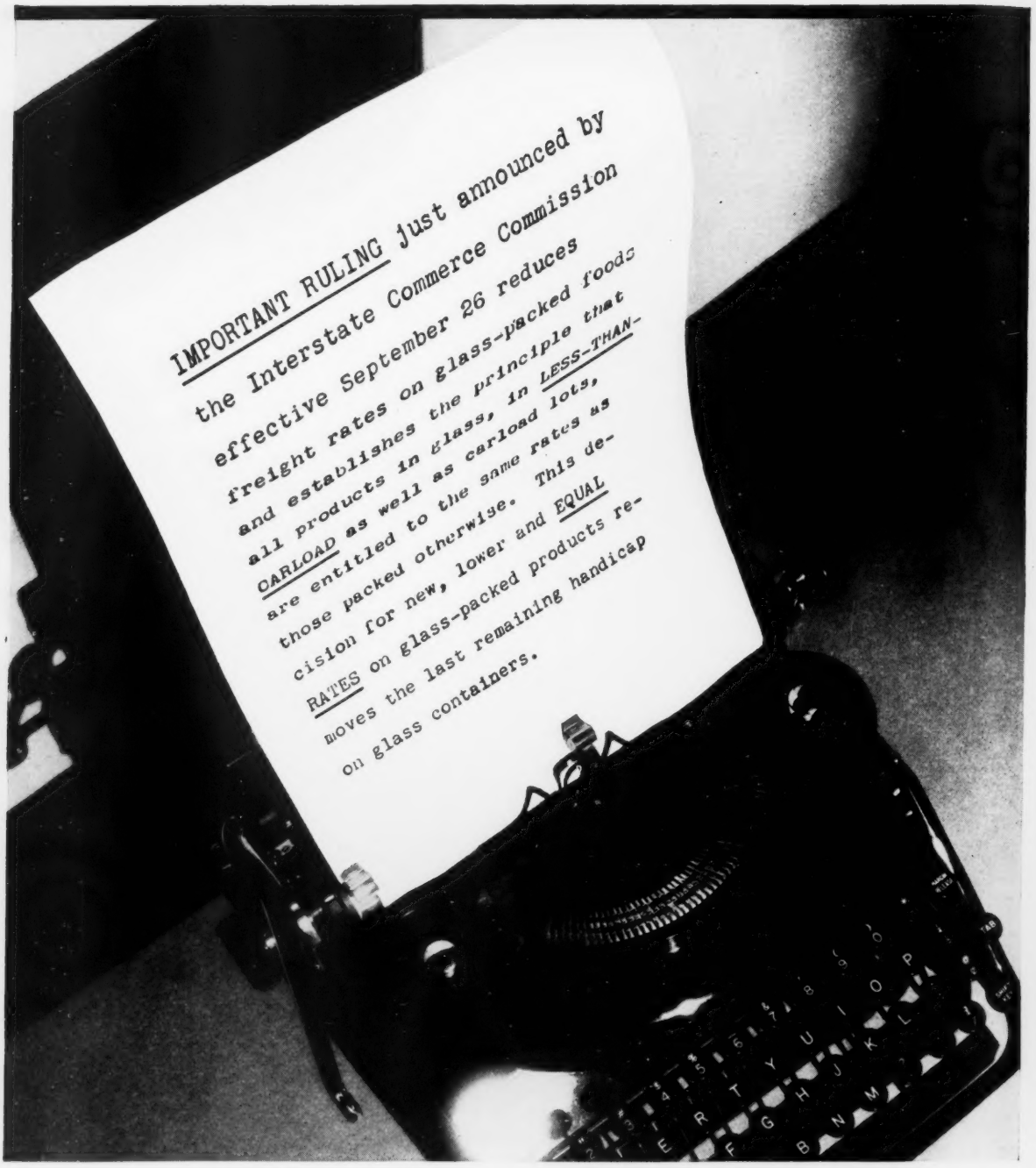


LITHOGRAPHY

Batteries of modern lithographic equipment, manned by craftsmen and aided by superior printing plates made in Continental's own Master Engraving Plants, assure the excellence of your containers.

CONTINENTAL CAN COMPANY, INC.

NEW YORK CHICAGO SAN FRANCISCO


IMPORTANT RULING just announced by
the Interstate Commerce Commission
effective September 26 reduces
freight rates on glass-packed foods
and establishes the principle that
all products in glass, in LESS-THAN-
CARLOAD as well as carload lots,
are entitled to the same rates as
those packed otherwise. This de-
cision for new, lower and EQUAL
RATES on glass-packed products re-
moves the last remaining handicap
on glass containers.

WITH glass packed products now enjoying full equality in freight rates, their superior sales advantages loom larger than ever.

To manufacturers and packers contemplating a switch to glass for their products—or for additional items—Anchor offers the facilities of its organization; a trained staff of sealing experts, a research department experienced in glass packing problems for over a quarter of a century, and a line of closures unequalled in the industry, one designed to meet every conceivable condition of product protection, package appearance and production economy.

Anchor Cap & Closure Corporation

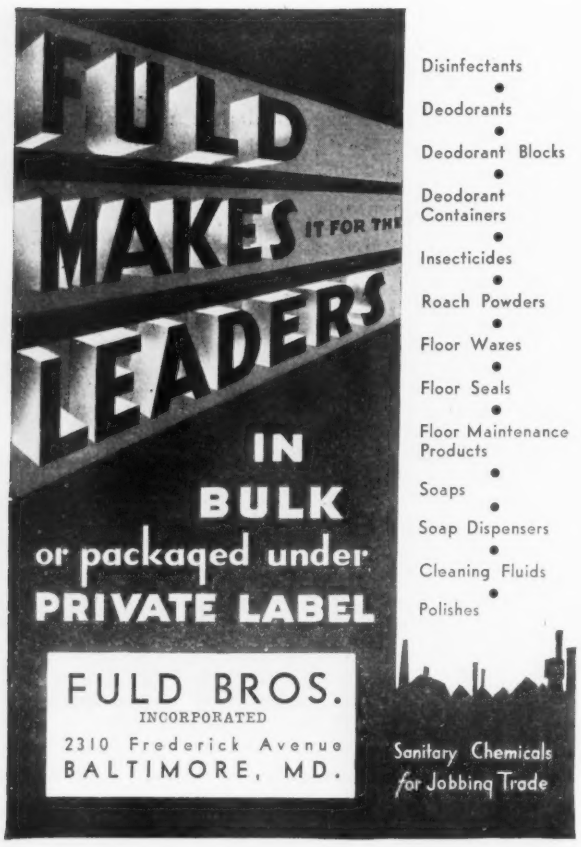
Long Island City, N. Y. **Toronto, Canada**

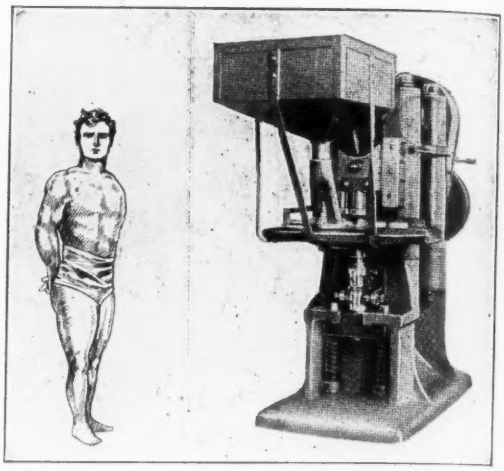
Branches in all Principal Cities

"BEAMAX"
DRIES TO A LUSTRE
LIQUID
WAX
does not require polishing...
"BEAMAX" cuts floor maintenance costs by saving labor—no buffing is necessary on application, and no polishing is required.
"BEAMAX" is easily applied with a cotton mop or lamb's wool applicator. It smooths itself. It dries to a hard, lustrous finish in twenty minutes or less.
"BEAMAX" is long wearing. Finish is easily maintained by buffing; each cleaning increases the lustre. Floors can be washed with clear water without affecting the finish.
"BEAMAX" is recommended for all types of floors—this one wax takes care of linoleum, wood, tile, terrazzo, rubber, asphalt tile, mastic, etc.
"BEAMAX" will not show lap marks when used for "patching" worn spots. It has no odor.
"BEAMAX" is sold in drums, half-drums, and quarter-drums, as well as in 10-gal., 5-gal., and 1-gal. cans. It is a perfect emulsion and will not settle out.
Try "BEAMAX" for yourself. Send coupon for sample and prices.
THE DAVIES-YOUNG SOAP COMPANY
Dayton, Ohio
Copyright 1933 by The Davies-Young Soap Co.
The Davies-Young Soap Co.
Dayton, Ohio.
Please send me without charge sample can of "BEAMAX" Dries to a Lustre LIQUID WAX.
Name .....
Address .....
City .....

NEWS NEWS NEWS

At the right is reprinted an article from "Sniffs, Smudges & So Forth," published by Fuld Brothers, Incorporated. Why aren't you on our mailing list?





Cherchez la "Big Squeeze"

Above, reading left to right: Skilled operator, aged 27 and "Big Squeeze" Stamping Machine, practically new.

Here is an enlightening study in contrasts. The man weighs 178 pounds and has a capacity of about 350 4-ounce deodorant blocks an hour. (That's his capacity for production, of course, using a hand type die. Naturally, he wouldn't eat them.) The machine pictured and the man together weigh 3178 pounds and have a capacity of 1320 4-ounce VITOZONE processed (80-ton pressure) Deodorant Blocks per hour. (He doesn't eat those either.)

But think of this. That man must have three "squares" a day,—plus refreshments, which vary with the temperature. And the machine eats only 2 kilowatts an hour, and NO refreshments. Yes, we think it is a lovely machine, too. And when you come right down to it, the man isn't so sloppy himself.

This may not prove anything conclusively. But when our VITOZONE Deodorant Blocks sell faster than others, it may hint at the reason.

As the French police of fiction would say,—"Cherchez la Big Squeeze!" ("Look for the Big Squeeze" to you who don't read mystery stories.)

ALBERT VERLEY
INCORPORATED

GERANIUM ARTIFICIAL GERANIOLS

for Soap Perfume

With the market for natural geranium oil in its present unsettled condition, the above products should be seriously considered by the soap manufacturer. Both work excellently in soap and will provide the geranium note at a cost which will be reasonable and at the same time stable. May we submit generous working samples?

PERFUME SPECIALTIES

In our laboratories, we have facilities for manufacturing a complete line of compounds for soaps of all kinds, theatre sprays, para products, polishes, fly sprays, etc. Besides our standard perfume specialties, we can make up individual odors to suit your needs. It will cost you nothing to investigate the possibilities of these products. What are your problems?

SOAP SPECIALTIES
By Tombarel, Grasse, France

Resinoids

Tombarel Freres produce a complete line of resinoids, all very interesting bodies for soap perfume. Resinoids not only give character to soap odors, but also act as fixatives.

Lavender, Absolute
Oil Vetivert
Oil Geranium

also headquarters for

RHODINOL-S
IONONE SAVON
MUSCOGENE-S
LABDANUM CLARI-S
IRONE SPECIAL-S

Pacific Coast Office
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1026 Sante Fe Ave.
LOS ANGELES
Telephone—TRinity 6894

Main Office
11 E. Austin Ave.
CHICAGO
Telephone—SUperior 1203

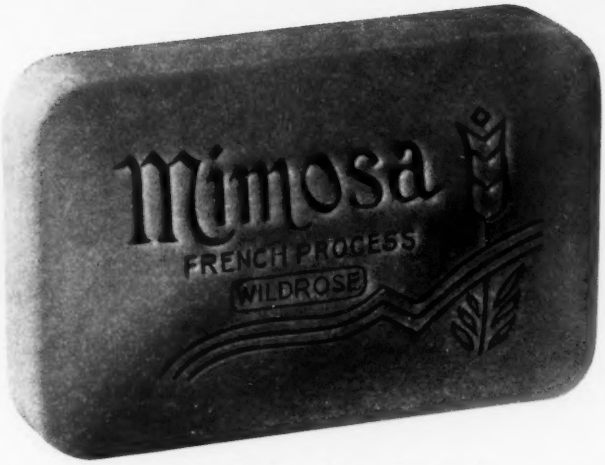
New York Office
114 East 25th St.
NEW YORK
Telephone—GRamercy 5-0928

"The improvement in finish, and cleanliness of detail represent so considerable an advance over the older style press work that we are extremely gratified with the installation of your new E. T. Press."

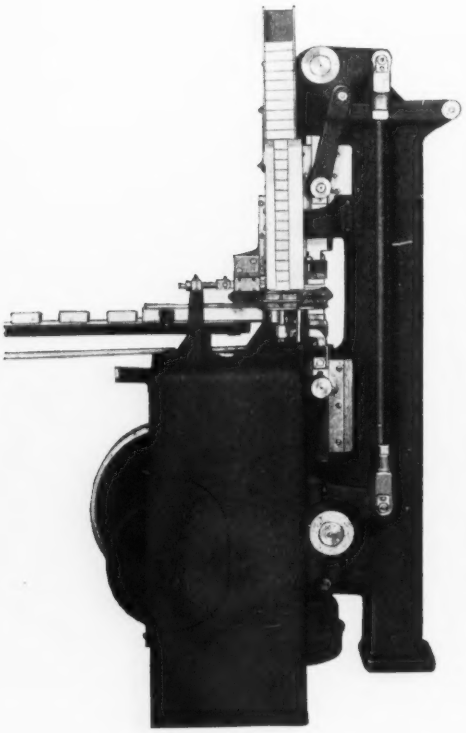
Cordially

THE CINCINNATI SOAP CO.

Sales Manager



One of the Cincinnati Soap Company's many brands made on the E. T. Press.



TYPE ET

The longer soap cakes, either toilet or laundry, are under pressure the better the pressing.

All new types of

JONES PRESSES

are toggle operated and hold the soap under pressure twice as long as earlier models.

Many soap makers are replacing out-worn presses with them because of their far better pressing, greater production, economy in die wear and last but not least because they operate

WITHOUT NOISE OR VIBRATION

R. A. JONES & CO., INC. P. O. BOX 485 CINCINNATI, OHIO

Our laundry and toilet soap presses are used almost exclusively by manufacturers, the world over, for pressing cakes of soap of every shape, size and quality. Write for catalogue.

NRA MEMBER U.S. WE DO OUR PART

SOAP

Volume Nine **Number Ten**

THE SOAP CODE HEARING

IF any one thing stood out in the news of the soap code hearing in Washington on October 5th, it was the united front of the soap industry in backing up its code as presented by the Association of Soap and Glycerine Producers. The manner in which the soap and detergent industry has been welded into a single workable group, uniting the various sections of the industry for their own benefit, has been a job well done. To the manager of the Association, Roscoe C. Edlund, must go the greatest share of the credit. His tireless energy and tact succeeded where success was faced by innumerable obstacles. To President Deupree of the Association and his board must also go the thanks of the industry for their efforts, and above all their eminent fairness throughout the entire period of the code formulation.

Six months ago, we more or less expected that serious internal strife would be stirred up in the writing of a code. We visioned the small firms fighting the large, this group opposing that, one section of the country objecting to the actions of another. In short, to put it bluntly, we suspected that competitive jealousies were stronger than good horse sense in the industry and would dominate code activities. Our suspicions were very much in error. Common sense has been in the saddle right along. Let it stay there!

One unpleasantness arose at the soap code hearing as it has arisen time and again in other cases. This has to do with the National Recovery Administration requiring statistical information "which it may deem necessary" under the act. It implies prying into the private affairs of any or all companies in the industry if "deemed necessary." That it brought a rather sharp refusal of compliance from the president of the Association at the hearing, was to be expected. In this, he unquestionably has the industry solidly behind him. The soap industry has gone perhaps as far as any in complying with the requests of the Administration, and much further than the great majority of industries. It has supported the NRA unusually well. If the Administration desires to build up opposition to its efforts where support existed before, we can assure them that this method of attempting to snoop into the affairs of private enterprises will get results.

At the hearing, a representative of the labor board suggested that if working hours were dropped to 36 weekly, jobs for 3,000 additional workers would be made in the soap industry. If the weekly hours were cut to 30 hours, 6,500 additional jobs would be made. And we might add, if the hours were dropped to 20 per week, 25,000 more jobs would be open. This is all very nice when considered alone from the angle of the labor board, but the question of reasonable limits must be considered. Furthermore, the labor situation in the soap industry is in good shape when considered on any basis. Employment is over the normal one hundred per cent mark. There has been little or no discontent, no strikes. If labor in all industries were as well

off, what a happy situation it would be. The labor board can well turn its attention elsewhere.

The next job in order, now that the basic code has progressed thus far, is the beginning of work on product group codes and sectional supplementary codes covering trade practices. From these efforts may come some real good in the elimination of trade evils. It all rests with the firms in the industry. We do not believe that these supplements can bring the trade into Eutopia. However, from and through their formulation may come much which manufacturers have been searching for these many years.

—o—

WITH interest, we note that in a recent bulletin, the Drug and Chemical Section of the New York Board of Trade answered an inquiry from the trade regarding the use of moulded caps on bottles of materials supplied to the various Government departments. The inquiry is answered by stating that a moulded cap cannot be used, as Government specifications call for a cork stopper only. The Board bulletin states that it is considering petitioning the Government to change this requirement to include moulded closures. And even then, it will, as usual, probably take the Government bureaus several years more before they permit the use of the metal and moulded closures which have been used in industry these many years past and which have displaced to such a great extent the old-fashioned cork stopper.

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THE rumblings of an approaching tariff on all imported oils and fats grow louder and louder in Washington. Over the grapevine, we have it from rather close to the Administration that the pressure for an oil and fat tariff has reached the point where something very definite in the way of protection must be found for American producers. Not only has the professional agricultural lobby renewed its demands in strong tones, but from the producers of vegetable and fish oils, and from the renderers, new pressure is being brought to bear upon Washington. That the ultimate result will be a general tariff of a cent or two per pound on imported fats, possibly including Philippine coconut oil, is likely.

To those in the fat consuming industries who have followed the fortunes of domestic producers and the train of events in Washington, an emergency tariff on all fatty materials would not come as a great surprise. It has been in the wind for some time in spite of the tariff-reduction statements made by the President in his campaign last fall. Whether such a tariff will help the domestic producer solve his problems, remains to be seen. The consumer of industrial fats would, in all probability, continue to use the same products at the higher prices. While relieving the pressure on price somewhat, it would not help the American producer to get rid of surplus fats which now exist. The tendency might even be to stimulate production and further increase the surplus. But, be that as it may, we have it that a tariff is on the way.

—o—

ELSEWHERE in this issue, we report on the rather unusual method of welcoming salesmen in vogue at the offices of a manufacturer of soaps and sanitary products. A message from the firm's president assures the salesman that he will be seen as promptly as possible and that, in the meantime, if it is necessary to wait, he may avail himself of the information desk's services to get complete details about the company's business needs.

This is a far cry from the reception salesmen get in many quarters. In too many places they find it necessary to sit for long periods, often without reason, and find that inquiries about the nature of their prospect's business are greeted with cold suspicion. Lending a helpful hand to business callers undoubtedly pays this firm dividends in the long run,—both in good will and in valuable information secured from representatives of organizations with an outside viewpoint. An occasional careful check on waiting room tactics costs nothing and may pay well.

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A PROFUSION of local "codes' have been drawn up by small groups here and there. Some have been well done; others have been ridiculous. None of these codes covering small group activities can have an independent standing in Washington with the NRA. They must of necessity treat only with larger representative national groups. That this local "code" writing has been overdone, is obvious. It is, however, little else but time wasted.

The Modern Shampoo

By HERBERT KRANICH
President, Kranich Soap Co.

WITHIN the past ten years, the modern shampoo has risen from comparative obscurity to a place of prominence and importance. During this period, the sale and consumption of shampoos has increased many fold and hundreds of new products have come on the market. Wide advertising and publicity, coupled with a marked increase in professional beauty culture, have unquestionably done a great deal to make the American woman "shampoo conscious." With the increase in consumption has come a marked sharpening in competition among the numerous firms which have entered the business, resulting in an improvement in shampoo quality which has been far-reaching.

The development of the shampoo business in recent years has shown an overwhelming tendency in the direction of the liquid product. Today, probably 90 per cent of all shampoos sold at retail are liquids, while the other 10 per cent is made up of powders, jellies, pastes, and solid cakes. Of this liquid shampoo business, the great bulk is represented by solutions of straight coconut oil soap and coconut mixtures with other oils, mostly olive. With the exception of the sulfonated oil shampoos and the so-called dry shampoos, practically every product on the market is nothing more or less than a soap solution of one kind or another. That no shampoo manufacturer ever mentions the word "soap" on his label or in his advertising except to warn of the dangers of its use, does not alter this fact. Because almost all shampoo manufacturers contend that their products are superior to ordinary soap for hair washing is probably responsible for the infinite pains in keeping the public in the dark as to their composition. Contentions in the case of shampoos, however, come much nearer to the truth than do many such made in behalf of much-advertised products of which the composition is not generally known to the public.

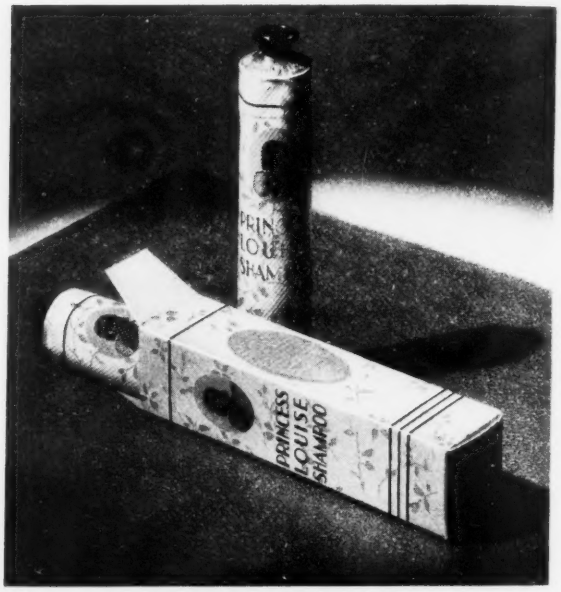
Coconut oil plays the major role in shampoo soaps because it is apparently best suited for the purpose. It lathers copiously in almost any water, it cleanses thoroughly,—sometimes too thoroughly,—and it rinses easily and quickly. To offset these good points to some degree is the disadvantage that on some scalps and tender skins, it is too harsh and removes the natural surface oil to too great an extent. To reduce this harshness, many manufacturers add a certain percentage of olive or some similar bland oil in manufacturing the soap bases for their shampoos. And while the ideal shampoo oil is under discussion, mention might be made of hydrogenated palm kernel oil which, it is pointed out, has all the good points of coconut without the drawback of harshness. It gives a soap with a lather similar to a coconut-olive shampoo. However, hydrogenated palm kernel is not a very widely used product in the soap field, its use being confined chiefly to foodstuffs.

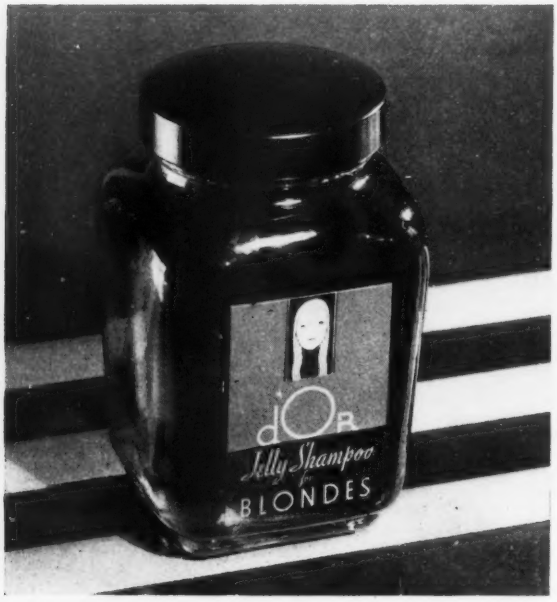
During the past year or two, olive oil and castile shampoos have come to the fore very rapidly. Their

use both at home and especially by beauty shops has expanded greatly. The chief difficulty with a straight olive oil shampoo is that its lather is too scant and too slimy. A potash olive oil soap will jell at 27 per cent concentration and lower if chilled. In hard water, a straight olive oil shampoo is not easy to use. It is improved for all around use by the addition of 10 to 30 per cent of coconut oil. The preference for olive oil shampoos rests on their extreme mildness with good detergent power. For the naturally dry scalp, they are held to be much preferred to coconut shampoos. Most of the olive oil shampoos on the market carry a certain percentage of coconut, varying all the way from 10 to 50 per cent. These are generally straight potash soap mixtures of the two oils.

Then, there is the castile soap shampoo which is not the same as an olive oil shampoo inasmuch as the castile is usually made from a solution of ordinary U.S.P. castile soap. This latter is, of course, a soda soap and the difficutly of jelling and thickening is great. However, some manufacturers have castile shampoos on the market which stand up well and remain liquid. Most of them contain a proportion of potash coconut oil soap, usually up to 20 per cent, where the total soap solids plus glycerine of the shampoo runs up to 30 per cent. These latter find their chief favor in the beauty shop trade and not many of them are on the retail market. In actual use they are diluted down to about four gallons of liquid for one of original shampoo.

In some cases, manufacturers of shampoo make use of the unusual properties of castor oil to soften the effects of their coconut oil soaps. From 5 to 20 per cent of castor oil may be added to advantage. Ten per cent is a good average. The addition of this oil has the effect of increasing the solubility of the finished shampoo, facilitating clean rinsing, and also of cutting down the hydrolysis of the coconut oil soap solution, making it less harsh.





From Europe, considerable is heard of the use of palm oil, and also cottonseed, peanut, soya bean, and other oils in liquid soaps and shampoos. In the United States, a small amount of palm oil may find its way into shampoos, but it has no general use for this purpose. As for cotton, peanut and soya bean oils, they have numerous drawbacks which have made them unpopular.

All of the shampoos so far mentioned with the exception of castile shampoo, are made with a potash soap base. Soda soaps, however, do have a part in a small way in certain products. Some manufacturers use mix-

tures of potash coconut oil soap with a small percentage of sodium oleate or soda olive oil soap. This latter is claimed to have a retarding effect on hydrolysis of the potash soap, holding it considerably below the point which it reaches in an all-potash soap shampoo. It is also stated that this small soda soap addition tends to keep the solution clearer after it has been chilled and filtered and also that less rancidity has been noted in this type of shampoo.

Although opinion differs as to the best means of retaining clarity in a liquid shampoo, there is apparently no doubt that the process of clarifying cannot be hurried. Chilling to low temperature by use of iced tanks or a refrigerating system, holding the product at reduced temperature for 24 to 48 hours, and then filtering, is the first step. The second is to age the shampo in vertical settling tanks for a week to several weeks before shipping or bottling.

The problem of rancidity has always been one to confront the shampoo manufacturer at some time or other. Incomplete saponification, poor quality oils, and other basic factors may be the cause of the trouble. If so, they must be removed first or subsequent steps to prevent the development of rancidity may be of no avail. The use of borax, hydroquinone, certain benzoic acid derivatives, or other antioxidants may help retard the development of rancidity to some extent. However, proper raw materials and a "clean" saponification are the best assurance against rancidity. Certain perfuming materials, especially among the synthetics, and things like thyme, spike, tar, etc., appear to have a retarding effect on the development of rancidity.

In liquid shampoos, the popular sizes for retail packages appear to be the six and eight-ounce bottles. A 30 per cent soap solution seems to be the most popular concentration in the better grade products. One well-known store states that no shampoo over 40 per cent soap should ever be sold at retail and that the best concentration for retail sale should be around 30 per cent. Some of the shampoos which offer a large bottle at low price run in the neighborhood of 10 per cent soap content.

Before turning to a brief discussion of other types of shampoos, it might be pointed out that a good liquid shampoo should not have an excess alkali content greater than 0.05 per cent, and should have a pH value approximately between 9.3 and 9.8. In some cases where potassium carbonate is used to keep the shampoo clear, this may boost the pH over 10.

Jelly shampoos find favor in some cases as is evinced by the popularity of a few brands. This type is made from coconut or olive oils also, or mixtures of the two, but may contain other oils. The potash soaps of corn oil and even soya bean oil, mixed with coconut oil, find some use. In fact the base may be an ordinary oil soap of light color modified by the addition of coconut. Sometimes glycerine is added from 10 up to even 25 per cent.

These soaps run from 30 up to 60 per cent soap content. The ones which are manufactured for retail sale in small packages are generally in the lower range of soap content, around 30 per cent. The higher percentages are sold mostly in larger units to the beauty shop trade and converters and classified as shampoo bases. These bases are stiff pastes rather than jellies and are used for making up stock solutions in beauty shops. These solutions are sometimes made up at 15 or 20 per cent concentration for further dilution when used. Some shops make them up at 6 to 8 per cent soap content which is generally considered the most satisfactory concentration for general professional use.

A considerable number of powdered soap shampoos

(*Turn to Page* 103)

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Soap Plant Costs

(Part II)

IN the first article on this subject, published last month, the cost system in a large soap works making laundry and toilet soap was reviewed in detail. The unit of measuring soap production in this particular plant is the frame. After the average weight of soap per frame of standard size is determined, calculation of cost is fairly simple. This unit is, however, not universally used and could not be used in all plants, even if there were a desire to make it standard. It remains, however, that most important factor in setting up a cost system is accuracy of the method used in measuring production.

There are at least two points in the manufacture of soap, that is laundry soap and toilet soap, where the soap must be actually weighed or measured. The first point is as soon as possible after saponification is completed. For example, this may be in the frames as above, or in the kettles themselves, or after drying in the form of chips. However, the best check on the efficiency of saponification is obtained when the soap production is determined immediately after saponification and before the soap has been processed further and subjected to additional manufacturing loss. The second point is at the cutting table where the soap is ready to be cut into cakes and filled into boxes. Sometimes, the soap is also weighed in the form of chips when filled into amalgamators. This may be a third weighing, but may have for its purpose in some cases only the correct proportioning of perfume materials to the weight of soap chips.

Weighing the soap at the cutting tables or the chips themselves offers no difficulties, but the measurement of the production of kettle soap is quite another matter. In a soap works where the cost accounting system is divided into two parts—the first consisting of the determination of the cost of kettle soap or soap chips and the second the determination of the cost of a gross of soap cakes or a box of one hundred cakes, etc.—it is essential to have an accurate method for establishing the number of pounds of soap made from the saponification of recorded weights of fats, oils, etc., so that the cost of the soap as it reaches the cutting tables can be correctly charged to the plant converting the soap into cakes. When all of the kettle soap is made up into a single size and shape of cake, consumption of oil, alkali, etc., can be charged directly to the finished soap. On the other hand, when the kettle soap is made from various compositions and is used for making different grades and brands of finished soap, consumption of materials must be allocated on the ratio of production of each grade to total production This method is also used to allocate labor costs and overhead. However, as a general rule, after the soap reaches the cutting tables, labor costs can be kept separate for each lot of soap cut, wrapped and packed.

The cost accounting system in a plant manufacturing numerous grades and sizes and shapes of toilet soap as well as chips and soap bases for shaving soap, was studied. These products are generally higher grade and production units of each item is smaller. There are many plants of this type and their cost accounting problems

are quite different from the plant that makes laundry soap in large quantities and only one or two grades of toilet soap. The plant, making dozens of grades of toilet soap each month from various compositions of stock, may be able to devise a cost accounting system and to provide the necessary tanks, measuring equipment and other apparatus required in the plant to keep each batch of soap separate from saponification to packing, so that a cost may be directly obtained for each grade made, but it has generally been found that the expense and trouble of such cost accounting far exceed any advantages that may be gained therefrom. Unless a very large lot of soap is being made, the soap attains no identity until it reaches the cutting table where it is converted into cakes of definite size, shape and brand. Of course it is essential to keep track of soaps made from different compositions of stock and of soaps differing in perfume content, color, and other added ingredients. But there is no direct charge for raw materials such as fats, oils, alkali, and the like to any of these soaps. The raw materials are allocated by calculation to the finished soaps, depending on the weight of each brand lot and the total production from soap chips made from a definite composition of stock.

Thus in this soap works, the kettle soap is discharged from the kettles into receiving tanks and is then pumped to the driers. The chips are dropped into bins. Records are kept of the inches of soap pumped to the driers. Representative samples are taken of the chips from the various bins and the moisture content and percentage of fatty acids are determined. The moisture content of the soap in dry chip form is usually twelve to fifteen per cent. If the soap chips are to be sold as such, they are merely weighed into barrels and the cost established by allocating raw materials consumed, labor and overhead in the usual manner.

When the soap chips are to be converted into toilet soap, each batch taken from the bins to go to the amalgamators is weighed accurately. A record is kept of all the weighings for the month and inventory is taken of the contents of each bin at the end of the month. The sum of all the weighings of soap chips removed from the bin during the month plus or minus the required inventory adjustment—so that the same quantity of soap chips are on hand at the end of the month as at the beginning—then gives the production of soap from the kettle. In other words if the soap chips on hand at the beginning of the month weighed 1000 pounds and that on hand at the end of the month 1500 pounds and the total weighings of chips to the amalgamators from one bin were 3500 pounds during the month, then the production of kettle soap fed into this bin during the same month would be 3500 less (1500—1000) or 3000 pounds. As this soap contains generally about twelve per cent moisture, the absolute soap weight is 0.88 x 3000 or 2540 pounds. The composition of the stock from which this soap has been made is known as well as the pounds of alkali, salt and other raw materials used. The average yield of soap per pound of oil is also known and calculations are made in the usual manner to determine the consumption of the various raw materials per hundred pounds of soap chips. Inventory figures on the stocks of various oils, fats, alkali and other raw materials afford a check on the calculated consumption which must be corrected to agree.

While it has not been our purpose in this study of soap cost accounting to criticize any system used, it must be pointed out that the aforedescribed method of measuring soap production does not afford a good check on the efficiency of saponification. It shows the efficiency of combined saponification and drying, but of neither of the two operations separately, since the production is measured after the saponified product has been dried. Hence, a mistake in saponification, resulting in loss of raw materials, would not be traceable to the source, but this does not appear to be of moment as it was explained that such losses have never occurred.

Labor costs covering the saponification operation are not segregated for each brand of soap made, but a simple mathematical calculation gives the correct proportion of the total labor cost chargeable against each lot of finished soap made. Overhead and indirect labor are allocated to the kettle house based on floor space. This includes such items as rent, light, heat, power, watchman, etc. A factory cost per hundred pounds of soap chips is thus obtained, after the cost of milling, etc., has been added. The chips are charged to the cutting tables at this cost and after the cost of cutting, pressing, wrapping, packing and wrappers, packages, etc., have been added, a final cost per gross cakes is obtained.

Another Method in Use

A MORE detailed study was made of the cost accounting system in a soap works manufacturing toilet soap, soap chips and soap powder. There are no special features of production in this plant affecting the cost system used. The oils are measured out in the usual manner from tanks, checked against monthly inventories, saponified with measured quantities of lye, and grained with measured quantities of salt. The kettle soap is pumped off to storage, or crutchers, or to chilling rolls and dried. The soap chips may be packed as such into barrels and other containers or sent on conveyors to the toilet soap plant, where the soap is milled and processed in the usual manner into toilet soap.

The production of kettle soap is measured directly in the kettle or in a settling tank. The oils are usually saponified over a niger left from a previous operation and the number of inches of such niger and its corresponding weight of kettle soap are determined each time before a new batch of oil is pumped into the kettle. After saponification is completed and the spent lye has been drawn off, the inches of kettle soap are determined by dropping a plumb-line to the surface of the kettle soap. The number of inches thus recorded are converted into corresponding weight of kettle soap. This weight added to the weight of kettle soap corresponding to the

niger left from the previous saponification gives a total weight to be subtracted from the total weight of kettle soap equivalent to the entire cubical contents of the kettle and hence the weight of kettle soap produced. The method is simple particularly when each kettle is properly calibrated and charts are used.

The principal objection to this method of determining soap production is that it often does not agree with the production calculated theoretically from the weight of oil consumed, the error being mostly in favor of the measured soap. In other words, a soap production is reported to the cost accountant in excess of the calculated production. The cause of the error is apparent. Measurement is made by volume and volumetric measurements depend on temperature. It is essential in the first place that the volume of the niger should be determined at the same temperature as the volume of the kettle soap. Furthermore, if the volume of the kettle soap is measured at too high a temperature, the weight of soap corresponding to this volume will be greater than the actual poundage of kettle soap made. The time required for the soap to cool down in the kettles or in the settling tanks to a suitable temperature, that will give a more accurate weight of soap, is considerable and it often is impractical to wait for the soap to cool off, particularly in that the soap is soon to be dried to chips anyway. Of course, it is always possible to establish an average correction for each degree of temperature in excess of a standard temperature and to measure the volume at any temperature and to make the correction afterwards. There may be some difference in the increase of volume per degree rise of temperature for some kettle soaps as compared with others, depending on the composition of stock from which the soap has been made, but this difference can be of no consequence. Of course, the necessity of measuring the volume of the niger and of the kettle soap at the same temperature still remains.

The cost accountant in this plant is, however, accustomed to check soap production as reported from the kettle house against consumption of oil, as checked against inventory. Each batch of kettle soap is analyzed to determine fatty acid content. The theoretical yield of soap is figured as the ratio of fatty acids in the oils to fatty acids in kettle soap and varies between 145 and 155 pounds of kettle soap per 100 pounds of oil, depending on the nature and the composition of the stock. The corrected oil consumption is multiplied by the above factor to give the soap production. The kettle soap production, reported from the kettle house, is corrected accordingly. Even though this procedure causes some friction between the accounting department and the superintendent of the plant, it is far better to have a little trouble of this kind than to obtain falsely-low manufacturing costs for the soap based on too high production figures.

As the physical condition of the soap changes in the plant, the percentage of moisture contained in it changes and the soap loses weight. This reduction in soap weight must naturally be taken care of in calculating costs. The moisture content of soap chips, ready for milling, is generally ten to twelve per cent, sometimes as high as fifteen per cent. The kettle soap in the plant whose cost system is under discussion at the moment, is also analyzed for moisture content, usually about 28 to 30 per cent on the bone-dry basis. Thus the actual soap content of the kettle soap is 70 to 72 per cent, and of the soap chips, ready for milling, 88 to 90 per cent. If, for example, the figure 70 is divided by 90, giving 7/9 and this is multiplied by the yield of soap per 100 pounds of oils, that is 145 to 150, thus 7/9 x 145, the result is the yield of soap chips, ready for milling, per hundred pounds of oil. In this case the yield would be about 112 pounds of soap chips ready for milling. Then the difference between 145 and 112 or 33 pounds represents the loss of weight, due to drying the soap, per hundred pounds of oil originally used in the saponification. Thus, 112 pounds is the weight of soap available for packing. This figure may be used in the cost calculations, being checked by the actual weighings made at the cutting tables.

Credit for Glycerin

GLYCERIN, recovered from the spent lyes and worked up to 80 per cent grade, is credited to the kettles. Glycerin is separated from the spent lye by settling in the usual manner and the soap deposited is recovered and reworked, suitable credit being made therefor. The settled spent lye is returned to the kettles for reuse and the glycerin lye is evaporated to 80 per cent concentration, while the recovered salt is also reused. Credit is given the raw material accounts for the recovered quantities. The selling price obtained for the 80 per cent crude glycerin less the cost of operating the glycerin department, including costs of materials used, steam, labor, overhead, etc., gives the net amount to be credited to the kettles and allocated to each grade or brand of soap made according to weight of production. No distinction is made between the brands of soap, although more glycerin may be recoverable from one composition of stock than from another. Here again a refinement in cost practice may be made to take care of this difference, but again such refinement hardly pays for the trouble it causes except in cases of extremely large production.

Hours of labor spent in the various operations in the soap works are reported on service tickets and checked against time clock records and at the end of the month against total payroll. Thus accurate records are kept of labor costs and these can be charged directly to each type of soap made, with the exception of labor costs in the kettle department. Total figures are obtained for this operation and allocated to each brand of soap made according to weight of production.

Overhead charges are divided into two classes: non-fluctuating and fluctuating, depending on their control during periods of reduced or no plant operation. The non-fluctuating charges include taxes, rent or interest on

(*Turn to Page* 67)

A

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Tariff Vital to Renderers?

THAT a higher price for tallow and grease is the one and only solution for the present plight of the American renderer, and that such increase in price can only be secured as a result of a tariff on foreign oils and fats, is apparently the consensus of opinion in the rendering industry today. After three years of the lowest prices in history for tallow and greases, the industry has seen 500 firms, out of a total of 800 renderers who were operating in 1929, shut down their plants. In an editorial which appeared in the September issue of *Soap*, commenting on the recently submitted rendering code, it was stated that the code contained too much which aims to defeat the law of supply and demand, that there are too many renderers, and improvement could not be expected until there is a further elimination of irresponsible firms.

Against these statements, sharp protests have been registered by several prominent renderers. One well-known broker writes to tell *Soap* that it is in error. Their letters follow:

Editor, *Soap*:

We disagree with you on some of your views—as well as agreeing with you on some of your other points—regarding the Rendering Industry Code as set forth in your article on page 15 of your September issue of *Soap*, Speaking for ourselves, and not for the industry, you are right as far as we are concerned that we do wish to sell more tallow to consumers and in addition, we want to sell it at a higher price. However, we do not agree with you that in the code there is a tendency towards creating a monopoly or defeating the law of supply and demand as far as the production of fats and oils is concerned in the United States. We do not agree with you as to your solution of the deplorable situation in fats, which is, as we interpret it, a reduction of capacity or production.

As to our reasons for agreeing and disagreeing with you on the points mentioned above, we feel that if more domestic fats were consumed it would not only be more beneficial to ourselves and those engaged in the same line of business, but it would also benefit the whole agricultural section throughout the United States, which in turn would be beneficial to every citizen in the United States of America. Our reason for wanting to sell fats at a higher price is simply because prevailing prices have been so low that it is impossible for anyone engaged in this business to operate except at a loss. Everybody has gone as far as they can towards reducing the cost of raw material. It is down to practically nothing.

The rendering industry was classified during the war period as a necessary industry, and has been called so for quite some time, both from an economic standpoint and a sanitary standpoint. Millions of dollars have been invested in plants and equipment, and we feel that we are entitled to fair returns on our investments and efforts, and that everyone engaged directly or indirectly in this line of work is entitled to a fair return on his work, in accordance with American standards of living. However, for the past few years this has not been possible unless you lived on your capital. From our point of view, anyone engaged in a line of business that produces products that compete with foreign products will have to have protection from foreign products or else the standard of living of the United States will have to be reduced to the level of the foreign countries from which these products come, and to us it is simply a question of what the American people prefer. We can't have both—that is, the American standard of living and the free importation of foreign goods. As you know, our Government is making a noble effort to raise the wages of employes of the United States, and to increase employment, which in turn increases manufacturing costs.

As far as the rendering industry is concerned, it is going to be almost a physical impossibility to increase costs unless we get relief from the competition of foreign products. You can readily see how impossible it would be for us in our industry to pay our employes as much in one day as some of our foreign competitors, sending their products to this market to compete with our products, pay their employes in a week and in some cases in a month. Some of these products, we understand, are produced by what is practically "slave labor."

We appreciate the sympathy that you display in stating that it is your belief that we have taken a "beating" from the consumers. However, we really don't feel that way about it. We hold no brief against the consumers or the soapers, and do not feel the least bit bitter towards them. We actually do not believe they are in sympathy with these low prices that have been prevailing on fats and oils, but we couldn't expect anything else but low prices with the tremendous free importation of foreign fats and oils. In our opinion, the consumers have only done what any line of manufacturers would have done—bought their raw material where they could buy the cheapest. Many of the soapers' representatives are our best friends, and I have never heard or noticed in any manner the bitterness or the antagonism that has been displayed in various articles and editorials appearing in your magazine. I am quite sure that the consumers do not sympathize with the feeling displayed in your articles.

Surely you would much rather see any American industry obtain a fair return on its investment and efforts than to see them ruined by foreign competition! Higher values would in no way injure the consumers of fats and oils as the slight increase in costs due to higher cost of

raw material would be so insignificant that they would experience no difficulty whatsoever in obtaining the additional cost on their finished product. A general advance of about 2c a pound on fats and oils would add millions of dollars of revenue to the agricultural sections of the United States of America.

I hope that I have been able to clarify our viewpoint and position regarding the rendering industry, in your mind.

DARLING & COMPANY,
W. C. Butler,
Vice President.

Chicago

Editor, *Soap*:

The Power of the Printed Page—when editorials are written, with the end in view of distorting the principles of an age-old industry, without *genuine basic* investigation of the facts in the case—then the Power of that press is irresponsible.

Too many renderers—what a pity it is that there are not *too many* soap companies. By any chance were you suggesting that we create a monopoly before our code is signed by the President? Shall we follow in the footsteps of the soap companies by gobbling up our smaller units. In 1929 that procedure might have been possible but this is 1933, a time when the small units no longer exist, a period when the tallow markets barely warrant the larger units to maintain operations. There can be no consolidation except among the larger companies. Such a merger among the existing concerns would in no manner diminish the total output of tallow and grease.

Do you realize that the renderers reduce compulsory raw materials, compulsory in the sense that they must be collected from cities under stress of sanitation laws. It is of little consequence to the health authorities whether one renderer or five renderers collect raw materials in their cities. But the material must be collected. Putting the so-called irresponsible renderers out of business will have no effect whatever on the total production of tallow and grease.

In 1929 there were some 800 renderers; today there are less than 300. Can you account for the irresponsibility of the other 500? Even with this restriction of production conditions in the fat markets are deplorable. Are we to eliminate all the renderers in order to obtain a genuine basic improvement? No. That is not the solution.

The way out is to increase the price of tallow and from all indications of the past three years the only means of bringing this situation about is to demand a tariff on the tremendous imports of foreign oils. I need not waste your time elucidating this much discussed subject. I believe you are well aware of the critical position of all domestic fat producers.

DETROIT RENDERING CO.
W. J. Schulte, Jr.

Detroit.

Editor, SOAP:

It was with considerable interest that we read your editorial in the September issue of *Soap* with reference to the rendering industry.

You stated quite correctly that the renderers have taken a "beating" from the consumers or large soapers for the past four years. You are familiar with the trend to large business through mergers and elimination by competition for sometime past. The result of this has put the large soaper in the position, because of his great purchasing power, to dictate the prices that will be paid for fats. His weapon has been the foreign fats and oils which you must admit can be produced by cheap labor and which should not be placed in competition with our American labor. The suggestion you make as a solution to this situation by using much the same methods followed by the soaper (to reduce the number of renderers in the industry) seems more or less cold, heartless and brutal. This cannot reduce the production of fat in this country as the remaining few will go after the same business and provide the same production as the greater number.

If you have not already realized the trend of the times, no doubt soon you will find that the small business man has a rightful place in the scheme of things in this country and this idea is being brought out forcefully by our Washington Administration.

We could not read this article and pass it by without commenting on it and voicing an opinion which is contrary to your viewpoint.

CUYAHOGA SOAP COMPANY.
Geo. J. Splittorf, Sec.-Treas.

Cleveland.

Editor, *Soap*:

The writer has received copy of letter written to you by Mr. Butler, Vice-President of Darling & Company, taking exception to your views as expressed in your editorial on page 15, September issue of *Soap*. The articles that have appeared in your magazine from time to time have caused considerable comment among the renderers in this country, and they have complained very bitterly about the unfair attitude which you have taken. Certainly this last editorial that you have published will not tend to lessen this feeling.

In Mr. Butler's letter in the second paragraph speaks for his own company, but the writer wishes to assure you that this company, and also no doubt many other companies engaged in a similar line of business, would feel the same way that Mr. Butler does, that we do want to sell more tallow to consumers, and also to sell at much higher prices for the reason that we cannot continue to do business on the basis which we have been forced to operate for the past three years. We do not think that any exception could be taken to the statement that every renderer in the country has been drawing on its capital during that period of time.

You state in your editorial that there are too many

(Turn to Page 57)

Hold Soap Code Hearing

THE proposed code for the soap and glycerine industry is before the National Recovery Administration after an all-day hearing, October 5, which drew leaders in the industry from all parts of the country. The hearing was climaxed late in the afternoon by Major C. R. Baxter, acting as deputy administrator for General C. C. Williams, presenting "Office Order No. 34, September 12, 1933," of General Hugh S. Johnson, administrator, which stated that every code hereafter submitted must contain the following provision: "There shall be furnished to government agencies such statistical information as the Administrator may deem necessary for the purpose recited in Section 3 (a) of the National Industrial Recovery Act."

R. R. Deupree, president of the Association of American Soap and Glycerine Producers, Inc., and president of the Procter & Gamble Co., protested by stating: "Mr. Administrator, we have gone along with you on everything, but we cannot do that. We simply cannot comply with that request,—so we may just as well understand each other." Both Mr. Deupree and Roscoe C. Edlund, manager of the Association, were immediately asked by a representative of *Soap* if they understood the purport of the request, and Mr. Deupree replied, "We most assuredly do. Under that order they can go into everything we have and make us turn it over." Mr. Edlund concurred in the statement of Mr. Deupree, saying, "We know what we are doing."

The hearing opened by Mr. Deupree pointing out that over 25,000 employees were affected by the proposed code, and had received even during the depression period approximately $27,000,000 annual wages. "It is expected that our code will restore the total pay of workers in this industry to more than $30,000,000 per annum. He also stated that the companies of the industry "anticipated in actual practice one of the major principles of the NRA through materially reducing the hours of labor. We were active from the beginning in the share-the-work movement and companies, both large and small put the principle into practice in their plants."

As a result, Mr. Deupree pointed out, the hours of labor of employees had been decreased from 50 and 60 hours per week in 1927-29 to 40 to 48 hours in 1931-33. Also that a majority of the wage earners in the industry have for more than a year been employed on a 40 to 45-hour week, although there is a substantial number of smaller factories who have until now worked 55, 60 and even more hours per week.

Speaking of the effect of the proposed code, it was estimated that 2,000 to 2,500 workers in soap manufacture owe their jobs to the share-the-work movement, and that the 40-hour week proposed in the code will call for the employment of 1,200 to 1,300 workers, making a total of about 4,000 workers who will owe their work to NRA principles as applied to the operation of the industry.

As presented by Mr. Deupree, the code provides for a work week of 40 hours averaged over any six months' period. It would except certain employees including technical or professional employees, supervisors and their staffs, and those who receive $35 or more a week, workers on continuous processes, etc. The accounting, clerical, office, store, shipping, service or inside sales employees shall not work more than 40 hours a week in any six months' period, while employees on automotive or horse-drawn passenger express delivery or freight service shall not work more than an average of 44 hours a week in a six months' period.

The proposed code also provides that no employee shall be paid less than 40 cents an hour in the North or 35 cents in the South, except leaners and apprentices, workers on light labor and junior clerks, office and service staffs to be paid under a scale ranging from $13 a week in smaller cities to $15 a week in metropolitan centers. Mr. Deupree went into detail as to the care taken in the preparation of the code and spoke of the patriotism displayed by every member of the industry, even to the smallest manufacturer, who manifested an earnest desire to co-operate in every way possible.

N. N. Dalton, vice-president of the Colgate-Palmolive-Peet Co., stated that the majority of the workers in the industry would be classified as semi-skilled and unskilled labor, though there is no child labor in the industry. He said: "I do not know of any industry where manufacturing operations are carried on with so much week-to-week regularity." Also that by allowing the 45-hour week and averaging the 40-hour week over a six months' period, it is possible to complete the 1,040 hours maximum so provided in less than 26 weeks, thus creating an unbroken free period for the employees of from several days to some three weeks.

J. H. Weis of the Cudahy Packing Company of Chicago, presented a petition from eight manufacturers of household package and bulk cleansers in support of their request for a supplemental code as far as fair practices are concerned, labor regulations to be governed by the basic code. Represented by Mr. Weis were the makers of Old Dutch Cleanser, Sunbright Cleanser, Kitchen Klenzer, Home Service, Lighthouse, Crystal White, Octagon, Gold Dust and 7-11 Cleansers.

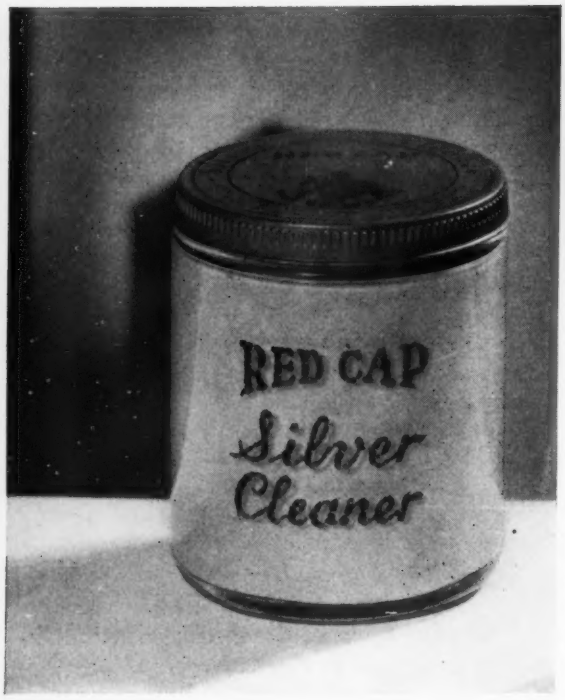
Dr. Foster D. Snell, secretary of the National Association of Chemical Specialty Manufacturers, Inc., and George Link, Jr., representing the Bon-Ami company, also declared for supplemental codes, as did Carl P. Spencer, attorney for the Wallpaper Cleaners Manufac-

(*Turn to Page* 33)

New Products

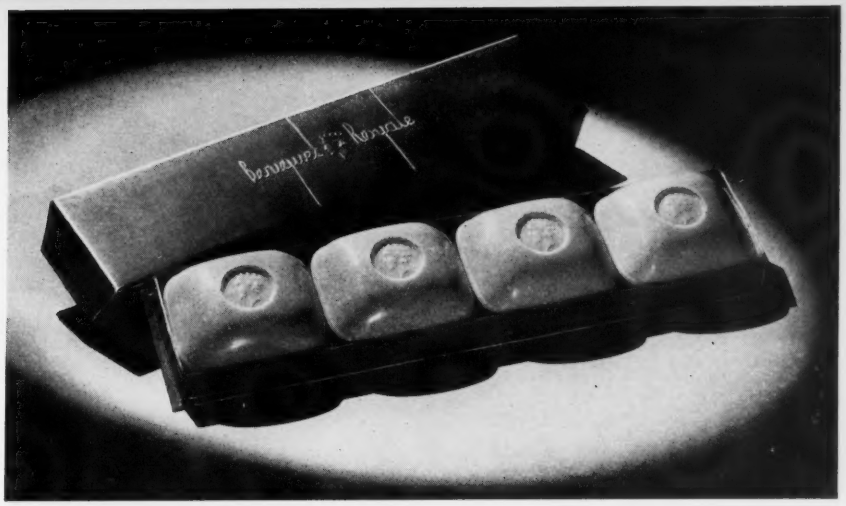
Watkins Coconut Oil Shampoo of the J. R. Watkins Company of Winona, Minn., now sealed with a safety-seal beneath the screw cap. The inner seal, which is applied with the cap, is Filma-seal of Ferdinand Gutmann & Co., who also make the cap.

A new baby castile soap and package by Hewitt Soap Company, designed for department stores and high class drug trade. Packed a dozen to the box. Wrappers and box in light blue and white.



C. M. Kimball Company of Everett, Mass., show something new in a package for their Red Cap Silver Polish. Instead of an attached label, the lettering here is fused into the glass by the silk screen process developed by Owens-Illinois. Lettering is permanent and the labeling operation eliminated.

and Packages



Although originally designed as a premium package for a tea and coffee company, the sale of this package of Bouquet Royale Toilet Soap has spread quickly to the department stores. An unusually handsome combination. Box in gold and cerise. Made by Hewitt of Dayton, Ohio.

Johnson & Johnson offer a new Lanolin Soap as a general toilet and beauty soap for women. Pleasantly perfumed. Packed in an attractive carton. Retails for fifteen cents.

Heetfield-Tillou Photo

Palmolive Shampoo package is redesigned. C-P-P have simplified and brightened up both bottle and carton. Old on the right, new on the left. Closures by Phoenix.

Guard Against

DETERIORATION

Soaps are judged primarily by their odors. If the perfume deteriorates, the soaps are made unsaleable.

USE *FRITZSCHE SOAP PERFUMES*

Our special soap perfumes are not permitted out of our plant unless they have been proven in our miniature soap factory set up as a testing laboratory. They must retain their vitality and potency even after a long period on the shelves. Deterioration and discoloration are reduced to a minimum.

Why take a chance with inferior untried perfumes when Fritzsche Brothers assure you the maximum of satisfaction.

Our research department will be glad to pass on to you the data gathered over many years of experimentation. Samples too, will be sent on request.

FRITZSCHE BROTHERS, INC.

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Seillans, France

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NEW YORK, N. Y.

Sole Agents in the U. S. and Canada for
SCHIMMEL & COMPANY
Miltitz (near Leipzig) Germany

Soap Code Hearing

(*From Page* 29)

turers, expressing a willingness for the labor phase to be controlled by the basic code.

Mr. Deupree said in reply to a question from General Williams that he considered that these matters were cared for in Section C, of Article VI, and "If I understand the principles desired by these gentlemen, I think this matter can be worked out in conference satisfactorily."

Carter D. Poland, president of the Poland Soap Works of Anniston, Ala., declared that he thought that the 27½ cents an hour minimum wage was too high for the South, and suggested 25 cents an hour. He said, "while the NRA does not draw the color line, it would be impossible to make this work in the South." When questioned by Deputy Williams, Mr. Poland said that he had only eight employees in his factory, that only two or three would be affected, and that as a matter of fact, all his employees were colored folk except two or three. R. E. Breuing, representing the Van Camp Oil Products company of Louisville, Ky., proposed an amendment to Article 2, Paragraph 5, that Kentucky be included in the Southern tier of state, "since it has been traditionally a southern state and its labor conditions are southern."

Daniel E. O. Brien, vice president of the Pacific Soap company of Los Angeles, speaking for the Pacific Coast Potash Soap Manufacturers and Distributors Association and the Pacific Coast Soap Manufacturers Association, said that he had come to the hearing to offer some amendments but that upon hearing the code read and explained, he was in true accord with its provisions and would support it. Arthur L. Bobrick, president of the Bobrick Manufacturing Corporation of Los Angeles, said that he supported the views of Mr. O'Brien.

Roscoe C. Edlund, manager of the Association of American Soap and Glycerine Producers, Inc., then explained the provisions of the proposed code and also told of the origin of the association of which he is manager with offices in New York City.

"The Code Authority for the industry is to be the Board of Directors of the Association of American Soap and Glycerine Producers," said Mr. Edlund. "To this board are added representatives, not over three in number, named by the President or his authorized administrator. Representatives of the codes have no vote, for the Code Authority is an industry board, but through these representatives the government is to be fully informed of the Code Authority's work at all times and may at any time exercise its power of review vote."

In conclusion Mr. Edlund stated that Article VI in setting up the Code Authority was fair and equitable in setting up the machinery, but that the machinery proposed and the duties outlined provide large opportunities for constructive work that will be beneficial to all branches of the industry and to all who are concerned with it, whether as investors, managers, employees or consumers.

Albert Steiner, Cincinnati Soap Co., discussed the various products divisions, Paragraph C, Article VI, saying that he did not feel that the various details of the supplemental codes and kindred matters could be handled by the Code Authority or any planning and fair practice agency as they would not be familiar with the details thereof. He asked that sub-committees or some similar bodies be created to handle these details which were apparently not important in the minds of the Code Authority but very important to the members of the industry. It was stated by the deputy administrator that these matters would be considered in conference.

Stating that he recognized as true what the industry's representatives had said, namely, that the soap industry had been fortunate during the depression period, David Kaplan, labor adviser and representative of the American Federation of Labor, stated that he thought that the soap industry should conform to the Administrator's implied desire that of affording 1919 level of employment to jobless workers.

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He pointed out that the American Federation of Labor figures showed that from October, 1932, to July, 1933, that the weekly hours of workers averaged 44 hours. He said that if the industry averaged 44 hours per week per worker, no new jobs would be created. He stated that if a 36-hour week be established that 3,000 jobs would be created whereas if a 30-hour week was agreed upon 6,500 jobs would be created.

He also asked in behalf of labor that Article 4, be amended to provide a minimum hourly wage of 45 cents as a minimum for factory employees. He also requested a weekly minimum of $16 per week and asked that no differential below this be established, saying there was no justification for the differential between the North and the South. He contended that a survey of 51 cities showed that between March and August of this year prices of food had increased 18 per cent, and that there was no difference in prices in the North and the South, citing recent figures from the Department of Labor to substantiate his claim.

The hearing concluded for a conference with various advisors to consider different aspects of the proposed code. C. F. Young, president of Davies Young Soap Company of Dayton, O., participated in the hearing as adviser on the industry.

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The index of employment in the soap industry stood at 110.9 in August, 1933, as compared with 101.5 in July, 1933, 93.9 in August, 1932, and a base point of 100 representing the average for the twelve months of 1926. The pay-roll index for August, 1933, was 86.0, as against 84.9 in July, 1933, and 81.5 for August, 1932.

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Stocks of refined cottonseed oil in United States as of Aug. 31, 1933, totaled 640,607,152 lbs., as compared with 525,696,832 lbs. a year previous. Stocks of crude oil were 58,826,492 lbs. on Aug. 31, 1933, as compared with 29,177,050 lbs., Aug. 31, 1932.

When you ride

Alkalis
Carbonate of Potash
Caustic Potash
Cresylic Acid
Sodium Silicate
Tri Sodium Phosphate
Zinc Oxide
Zinc Stearate

You jump into your car without a thought as to where it was built and of what materials. And yet it is astonishing to see the list of industries that are called into action when you ride. Rubber in the tires—composition in the wheel—glass in the windshield—metals, paints and lacquers, textiles, leathers—all these fields of business are present. And American Cyanamid & Chemical Corporation *serves them all.*

AMERICAN CYANAMID & CHEMICAL CORPORATION

535 FIFTH AVENUE · NEW YORK

Celebrate Lever Founder's Day

Employees of Lever Brothers, Ltd., in London, at Port Sunlight, and in various parts of the world where Lever companies are established, celebrated Founder's Day on September 16 in commemoration of the First Viscount Leverhulme. Members of the staff engaged at Unilever House, London headquarters of the firm, assembled at the company's huge sports ground at New Eltham. The program included athletic events, a concert, dancing, and a display of fireworks. Musical selections were played by the famous band of the Grenadier Guards.

Viscount and Viscountess Leverhulme attended the festival at Port Sunlight, where, in addition to sports and fireworks, there was a display of the Boys' Brigade, Boy Scouts, and other organizations of youth associated with the great soap works at Port Sunlight. Music was played by the Royal Horse Guards Band. The memory of the firm's famous founder is now honored annually in this manner.

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Barbasol Co. Denied Injunction

Barbasol Co. has been unsuccessful in its attempt to secure a temporary injunction preventing Travis Co., Carlova, Inc., and the Kress department store chain from using the name "Sam's" for a brushless shaving cream. The Barbasol claim was that the word is confusingly similar to the name "Singin' Sam" used by one of the singers on its radio program and that use by the defendants was an attempt to capitalize on Barbasol advertising. The defense pointed out that "Singin' Sam" is not the property of the Barbasol Co., but a name used by an entertainer who has used it in representing other clients than the Barbasol Co. It was further stated that their package in no way resembled the Barbasol package. An arrangement has recently been concluded between Bost, Inc., and the Barbasol Co. for the joint use of a radio advertising program during the coming year, which will feature "Singin' Sam."

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Beauty & Barber Supply Dealers Meet

The annual meeting of the Beauty and Barber Supply Dealers' Association was held in Chicago during September, a code of fair competition for the industry, being the principal topic of discussion. At a mass meeting attended by both members and non-members of the association, the proposed code was approved for submission to the NRA. Entertainment features included a supper party and the annual banquet and ball. The trade show held in connection with the meeting was a great success, some 150 exhibibtors being represented, among them being the following: Colgate-Palmolive-Peet Co., Bristol-Myers Co., Coty, Inc., Davies-Young Soap Co., J. Eavenson & Sons, Inc., Lockwood Brackett Co., National Oil Products Co., Northam Warren Corp. and J. B. Williams Co.

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D. F. Jones, a buyer for Frederick Stearns & Co., Detroit, died September 21.

C. F. Young NRA Soap Adviser

C. F. Young, president of the Davies-Young Soap Co., Dayton, Ohio, and dean of the American potash soap industry, has been appointed industrial adviser for the soap and glycerine manufacturing industry by the National Recovery Administration, according to an announcement from Washington. As industrial adviser, he will sit in with officials of the NRA as an expert to advise on soap industry matters. He is widely known in the soap industry and is a member of the board of the Association of American Soap and Glycerine Producers.

C. F. Young

Mr. Young has been in the soap business for the past 45 years, starting as an office boy with the old J. P. Davies Soap Company of Dayton as an office boy in 1888. He advanced in that company to become vice-president and general manager which position he was holding at the time the Davies plant was destroyed in the Dayton flood of 1913. In 1914, he and associates purchased the Davies company and organized the Davies-Young Soap Company. The company since its beginning has been one of the leading potash soap manufacturers of the country and still adheres strictly to this branch of the soap business.

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Wilbur-Ellis and Redding Combine

The New York and Chicago offices of Wilbur-Ellis Co. and J. H. Redding, Inc., New York, were combined Sept. 11 to form Wilbur-Ellis & Redding, Inc. A larger suite of offices has been occupied at 17 Battery Place, New York, where the Redding company had been located since its formation several months ago. The new company will continue the importation of vegetable oils, fish oils and oil seeds, in association with the Wilbur-Ellis Pacific Coast offices. The company's Chicago headquarters are in the Board of Trade building. J. H. Redding, formerly head of the Niger Co. and subsequently president of United Africa Co., is president of the new concern. Other officers include R. S. Hebert and J. N. Dallon, both having been active in the New York oil trade for several years. Mr. Hebert had been associated with African & Eastern Trading Corp., United Africa Co., and T. G. Cooper & Co., before joining J. H. Redding, Inc., Mr. Dallon had been with Balfour, Williamson & Co., and Brown-Edwards Co. before taking over the management of the New York Wilbur-Ellis office.

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The annual outing of the Oil Trades Association of New York was held September 28 at Pelham Country Club, Pelham, N. Y. W. H. Correa, Standard Oil Co. of New York, won the association trophy in the annual championship golf tournament.

SOAP presents a *perfuming problem* of a special character. To handle it successfully requires intimate knowledge of soap manufacturing and, above all, experience with soap perfumes.

We have done a considerable amount of work along those lines, and offer several series of soap perfumes of *tried worth.*

Send for *smelling samples.*

Almond	Lemon
Almond—Rose	Lilac
Almond—Cocoa	Lily
Antiseptic Odor	Mint
Bouquets of great variety	Narcissus
Carnation	Orange
Cedar	Oriental
Citrella	Patchouly
Cologne	Pine
Fougere	Pineapple
Gardenia	Rose
Geranium	Sandalwood
Girella	Sweet Pea
Jasmin	Verbena
Lavender	Violet

Also many odors for shampoo and liquid soap

van Ameringen-Haebler, Inc.

Aromatic Essentials

315 Fourth Avenue, New York
180 No. Wacker Drive, Chicago
438 West 48th St., Los Angeles
42 Wellington Street, E., Toronto

Factory, Elizabeth, N. J.

CHICAGO TRADE NOTES

The last tournament of the golf auxiliary of the Chicago Perfumery, Soap and Extract Association and the Chicago Drug and Chemical Association for 1933 was held at Olympia Fields Country Club September 13th. Despite the rain and cold weather, fifty members were on hand to battle for the prizes which were won by the following members: Class A—first prize, Elmer Smith, American Aniline Products, with 78-2, net 76; second prize, J. H. Swart, Hazel-Atlas Glass Company, with 96-11, net 85; third prize, H. G. Larson, Hazel-Atlas Glass Company, with 95-8, net 87. Class B—first prize, P. A. Rising, Chas. Pfizer & Co., with 95-18, net 77; second prize, A. G. Schneider, Victor Chemical Co., with 94-16, net 78; third prize, H. B. Elwell, Pennsylvania Oil Co., with 97-14, net 83. Class C—first prize, J. A. Scott, Merck & Co., with 193-26, net 77; second prize, M. V. Pennal, Monsanto Chemical Co., with 110-33, net 77; third prize, P. J. Cosgrave, Drug Trade News, with 111-32, net 79.

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E. R. Reis has succeeded M. L. Schuster as manager of the Baltimore office of U. S. Sanitary Specialties Corp. of Chicago. Mr. Reis formerly represented U. S. Sanitary in western Pennsylvania and was chosen for his present position because of the manner in which he developed his territory. The Balitmore offices of U. S. Sanitary have been moved to 403 W. Lombard St.

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O'Cedar Corporation of Chicago, known nationally as manufacturers of furniture polish and mops, are now introducing a new O'Cedar wax in both liquid and paste form.

—o—

The Chicago Drug and Chemical Association met Thursday, September 28th, at the Chicago Athletic Club. This was the first regular meeting of the association since May 25th. W. W. Kester, economist of the LaSalle Extension University, gave a very interesting talk on the subject of "What's Ahead for Business." The association will meet throughout the fall and winter on the last Thursday of every month.

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A. A. Bialecke, for many years perfumer for Armour & Co. on their soaps and Luxor line of toiletries, became a grandfather the latter part of September when his daughter, Mrs. Joseph Malolepsy, gave birth to a baby boy. Mr. Bialecke's son, Dr. E. P. Bialecke, a dentist, recently opened offices in Chicago.

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E. O. O. Matsch, secretary and treasurer of the Iowa Soap Co., Burlington, Iowa, and Mrs. Matsch, were visitors in Chicago late in September to see the Fair.

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Emile Schlienger, president of Bertrand Freres, Grasse, France, who is in this country on his annual business tour, arrived in Chicago on October 10th. Bertrand is represented in the United States by P. R. Dreyer, Inc., New York.

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Chicago Perfumery, Soap and Extract Association met for the first time this fall at a regular meeting October 3rd at the Hamilton Club. Many of the members were unable to attend due to the American Legion convention and the American Legion parade, which lasted from ten in the morning until seven in the evening. The entertainment committee composed of Euclid Snow, chairman, O. J. Hance, A. G. Schneider, Harry E. Dunning and Chris Christenson are working on arrangements for the annual banquet and an announcement will be sent out to the members very shortly, giving them all the details. The association will meet the first Tuesday of every month throughout the fall and winter.

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The Fourteenth Exposition of Chemical Industries opens at the Grand Central Palace, New York, December 4. The exhibition will include raw materials, finished products, machinery and equipment and educational exhibits. Special sections will be devoted to materials handling equipment and instruments of precision.

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Domestic Fats Only for Margarin

Oils and fats manufactured in the United States only will be permitted to be used in the manufacture of margarin, if a proposal by the Institute of Margarin Manufacturers to the Agricultural Adjustment Administration becomes effective. The manufacturers of margarin will agree to adhere strictly to raw materials produced wholly within continental United States and also propose the establishment of a uniform price relationship between margarin and butter in their marketing agreement. Proponents of the agreement state that they want to put the margarin industry back on domestic basis and thus help to enlarge the domestic market for food fats produced by the American farmer and rancher. The word "continental" in the agreement is apparently aimed at Philippine coconut oil.

The proposed agreement states that "on and after January 1, 1934, the manufacturers agree they will use no fat or oil ingredient in manufacture of oleomargarine except that produced from animals and vegetables raised within the borders of the continental United States." It would be effective upon full signature by all manufacturers or by a license by the Secretary. Another declaration of interest to dairymen is that "the minimum price of all oleomargarine sold from and after the date hereof shall not be less than 50 per cent of the average weekly quoted price per pound of Chicago butter standards of the preceding week as reported by the Chicago Mercantile Exchange." This was added to maintain a uniform relation between the butter price and the current price asked for butter substitutes. As yet no date has been set for the hearing on the agreement.

ESSENTIAL OILS
SYNTHETIC AROMATICS
COMPOUNDED PERFUME BASES
For the Soap and Insecticide Industries

We are headquarters for all

PERFUME RAW MATERIALS

SAFROL
OIL SASSAFRAS ARTIFICIAL
OIL CAMPHOR SASSAFRASSY
OIL GUAIACWOOD
OILS CLOVE — NUTMEG — PATCHOULY
OIL LAVENDER
OIL BOIS DE ROSE, BRAZILIAN
OIL PETITGRAIN, S. A.

FINISHED PERFUME BASES

for all purposes

Theatre Sprays, Liquid Soaps,
Paradichlorbenzene Blocks
Shaving Creams, Shampoos, Bath Salts, Etc.

Consult Our Service Department

DODGE & OLCOTT COMPANY

180 VARICK STREET NEW YORK, N. Y.

Stocks carried in
CHICAGO, ST. LOUIS, BOSTON, PHILADELPHIA AND LOS ANGELES

"The integrity of the house is reflected in the quality of its products"

PERSONAL AND IMPERSONAL

Citrus Soap Co., Los Angeles, is sponsoring a new radio program produced by Earnshaw-Young, Inc., entitled "The Count of Monte Cristo." The same company is sponsoring a comedy-drama, "Growin' Up," and is using spot programs on a number of Pacific Coast radio stations.

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J. R. Watkins Co. put its new Winnipeg, Man., Canada, toilet soap plant into full operation early in September. Cold made soaps have been made for some time and manufacture of milled soaps has now been started.

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Participating in the centennial anniversary of Burlington, Iowa, the Iowa Soap Company of that city conducted a novel advertising campaign through use of an employees' float in a parade. Two soap numbers manufactured by the firm, "Palm Rose" and "Nola" toilet soap, were distributed from the float with parade watchers asked to estimate the number of samples given away. Final results showed that 1,000 people participated and 17,595 samples were distributed.

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Howard W. Dunk has joined Colgate-Palmolive-Peet Co. in charge of the Premium and Institutional Promotion departments. For the past two years he has acted in a similar capacity for Nestle Milk Products, Inc. Mr. Dunk is executive secretary of the Manufacturers Merchandise Advertising Association, a group of national advertisers using premiums.

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Portage Wholesale Co., Portage, Wis., has been permanently enjoined from using boxes for one of its soap products similar to boxes used by Lever Bros. Co. for "Rinso." The court order also prevents the Portage firm from using the word "granulated" to describe its product, sold under the name, "Cleans All."

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Fels & Co. makers of "Fels-Naphtha" soap, have recently received a certificate of approval for this product from the Good Housekeeping Institute. Fels & Co. are entitled to use this seal of approval in their advertising and "Fels-Naphtha" will be listed in the Institute's directory, "Household Equipment Tested and Approved."

——o——

Kitchener Soap Works, Kitchener, Ont., Canada, has recently started production of a new type cold-water soap.

Ralph R. Morris has been appointed mid-west manager for Pinaud Incorporated. Mr. Morris who was formerly with Armand Company of Des Moines, takes the place of L. W. Olson who has been appointed New York representative. Mr. Morris will make his headquarters at the Chicago office of the company.

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The plant of M. & J. Schnaible Co. at Lafayette, Ind., which was severely demaged by fire this summer, has been repaired and operations have been resumed. The rendering department in which the fire started will not be operated for the time being.

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Ernest Albert Umney, director of Wright, Layman & Umney, Ltd., London, well-known English soap manufacturers, was a speaker at the opening of the recent Business Efficiency Exposition in London.

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Brillo Manufacturing Co., Brooklyn, has appointed Frank Presbrey Co. to handle its radio advertising for a series of network broadcasts which started October 1.

——o——

C. C. Keck, formerly with the Janitors Supply Co. of Pittsburgh, now bankrupt, has started a new company under the name of C. C. Keck Co., 301 Market St., Pittsburgh. The same sales force is employed and the new concern offers the same line of sanitary products.

——o——

Production has been started at the plant of the Prouty-Bowler Soap Co., Third and Market streets, Des Moines, Iowa. New machinery has been installed and the plant completely remodeled. The firm is now in the hands of Cheney Prouty who recently purchased all interests from his uncle, Charles D. Prouty.

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Dennett F. Howe, of the Port Ivory, Staten Island, division of Proctor & Gamble Co., was married recently to Miss Esther Hankinson, West Brighton, N. Y. Mr. Howe is supervisor of the edible process departments at Port Ivory.

——o——

Continental Products Co., Newark, maker of "Cleaneze," is reported to be forming a holding company to carry out plans for the erection of six branch factories for the manufacture of this product. R. S. Myer, head of the company, states that the new branches will be built in Chicago, Memphis, New Orleans, Denver, Portland and Los Angeles.

Importers ***Dealers*** ***Brokers***

Olive Oil Foots
Commercial Olive Oil
Winter Yellow Cottonseed Oil
Prime Summer Yellow Cottonseed Oil

WELCH, HOLME & CLARK COMPANY, INC.
Established 1838
563 Greenwich Street **New York City**

We have been supplying raw materials to the Soap and Allied Industries for 95 years.

COULD YOUR FILLERS DO THIS JOB? • • •

Quickly, accurately, cleanly, the wide variety of "Farmers Pride" products goes into an equally wide variety of containers with the help of Stokes & Smith Universal Fillers.

Changing from one container to another of different size or style is but a few minutes' work. And each time the auger feed of a Stokes & Smith Filler puts a measured or weighted portion of "Farmers Pride" merchandise into its container, there is a definite, measurable cash saving.

Accurate, S & S Fillers prevent over-filling, save the loss of goods that are sold but never paid for. Clean, S & S Fillers prevent drip or spill, waste or unsanitary working conditions. Fast, each Filler does the work of several experienced hand operators. Flexible, S & S Fillers will fill almost any container with almost anything.

Details and specifications will be gladly furnished upon request

NRA MEMBER U.S. WE DO OUR PART

STOKES & SMITH Co

PACKAGING MACHINERY • PAPER BOX MACHINERY
4916 Summerdale Avenue
PHILADELPHIA, PA.

The prison soap plant at the London, Ohio, prison farm has recently been completed and will shortly start operations. Three kettles, each of 96,000 lbs. capacity, have been installed.

—o—

R. L. Watkins Co., maker of "Watkins Mulsified Cocoanut Shampoo," "Dr. Lyon's" tooth powder, etc., has moved its manufacturing plant from Cleveland to Newark, N. J., where it has taken over the former plant of Ellis Adding Typewriter Co. at 338 Elizabeth Ave. Approximately 150 people will be employed, some of them being brought from Cleveland. Operations are expected to start at the new location some time during October.

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The estate of Sidney Morse Colgate, former chairman of the board of Colgate-Palmolive-Peet Co., who died November 10, 1930, was valued in a recent transfer tax appraisal at $8,269,607 net. The principal assets are securities totaling $8,521,854. Under the terms of Mr. Colgate's will, made public in 1930, the Welfare Federation of the Oranges and the North Orange Baptist Church receive bequests of $50,000 each. There are bequests totaling $25,000 for twenty domestic employees and the balance of the estate goes to the manufacturer's wife, Mrs. Caroline B. D. Colgate, and her three children.

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White King granulated soap, product of Los Angeles Soap Co., Los Angeles, now sends a kitchen recipe file to every listener to send in a box-top in response to a radio offer.

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D. K. Healy has been appointed advertising manager of Richard Hudnut Sales Corp. The company has recently returned to the use of national advertising with a "spot" radio broadcast program.

—o—

Robert Parrish has incorporated the Parrish Chemical Co. under Maryland laws, and will soon start the manufacture of a cleaning and polishing fluid at 4526 Harford Road, Baltimore.

—o—

New low prices have recently been placed on a number of Colgate-Palmolive-Peet Co. products for the duration of a special sale which started early in September. They are as follows: "Colgate" dental cream, 19c; "Colgate" and "Palmolive" shaving creams, 25c; "Palmolive" shampoo, 25c; "Colgate" 10c toilet soaps, two for 11c.

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H. E. Hoagland, head of Brown Edwards Co. of Chicago, oil brokers, died September 25 in that city after a throat operation. Mr. Hoagland was fifty years old and is survived by a wife and two children.

—o—

The Iowa Soap Co., Burlington, Iowa, entertained its employes at an annual outing and picnic with executives and plant heads taking charge of various events during the day on September 9th. Music, contests and games provided entertainment with refreshments plentiful. Leo E. Golden was chairman of the general committee, being assisted by August Birkholz, Clarence Lavine, Martha Karver, Ann Hanrahan, Theodore Behne, Eli Adair, Logan Gibbons, Herman Schwartz, Charles Christie and Charles Hendrickson.

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Production will begin about November 1 at the new plant of J. B. Williams Co., Canada, Ltd., located at Ville La Salle, near Montreal.

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Lewis Soap & Chemical Co., Berkeley, Cal., soaps, disinfectants, etc., has opened a retail store in Berkeley which will handle sales of jaintors supplies.

—o—

Clarence N. Coward, head of Eagle Oil & Supply Co., North Acton, Mass., for the past forty years, died September 13 at his home in that city after a brief illness. He was sixty-eight years old.

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Coty, Inc., New York, has appointed Don B. Clement as supervisor of sales agents. Mr. Clement comes from McKesson & Robbins, Inc., where for the last four years he has been connected with the sundries department.

—o—

Arthur E. Whitelaw, managing director of the Preservene Soap Co., is the leading bridge expert of the British soap industry. Mr. Whitelaw was the contributor recently of a communication to the London "Times" on the much-debated question of contract conventions. Among Mr. Whitelaw's reasons for opposing the banning of conventions are that they stabilize and standardize the bidding to the advantage of all the players, and enable the weak player to meet the expert on nearly even terms.

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Wallace E. McCaw, former vice-president of Colgate-Palmolive-Peet Company, died unexpectedly of an appolectic stroke, October 4, at his summer home at Diamond Point, Lake George, N. Y. He was sixty-two years old, and retired from business in 1928. His wife, Mrs. Hazelhurst Plant McCaw; two sons, Wallace E. McCaw, Jr., of Glens Falls, N. Y., and R. H. Plant McCaw; three daughters, Mrs. Robert Paul Smith and Mrs. J. O. Milton French, of this city, and Mrs. William E. McEldowney, of Pittsburgh; and a brother, James H. McCaw, Macon, Ga., survive. Burial was in Macon, Ga.

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Charles I. Hixson Soap Co. has moved its headquarters from 183 S. Allen to 28 N. San Gabriel Blvd., Pasadena, Cal.

—o—

Francois Goby, Tombarel Freres, Grasse, France, arrived in New York recently for a visit of several weeks in United States and Canada. While in New York he made his headquarters with Albert Verley, Inc., American representatives for his concern.

Real Circulation
versus
Conversational Circulation

MOST publications in the soap, toilet goods, chemical, drug and related industries fail to supply any definite proof of circulation. They content themselves with making claims, giving break downs of one kind or another, etc. Advertisers in these publications have no way of ***knowing*** just what their advertising dollar is buying. When advertising is bought on this basis, there is every opportunity for concentrating space in the wrong publications and missing the necessary industry coverage available in other directions.

One of this country's leading advertising agencies has developed a plan to aid them in getting honest value for every dollar spent for their clients. Every contract carries this special clause: "19a) Publishers who are not members of the Audit Bureau of Circulation or Controlled Circulation Audit are asked to accompany all invoices with original or photostatic copy of post office receipts for the current issue. Invoices will not be paid without such evidence of distribution. We reserve the right to deduct cash discount after the normal discount period if immediate proof of circulation is not provided."

Any publisher can supply post office receipts, regardless of whether the publication is mailed second class, third class, or parcel post. Only a nominal expense and no effort would be required to attach a photostatic copy of the current post office receipt to every bill. Why not ask for this service in connection with all of your advertising?

SOAP

mails reproductions of current post office receipts with every advertising invoice

RECORD OF TRADE-MARKS

The following trade-marks were published in the September issue of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of September 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

Trade Marks Filed

SAVONS BATHETTES—This in solid letters on color background, describing soap. Filed by Elizabeth Arden, Inc., New York, June 7, 1933. Claims use since May 24, 1933.

JUSTRITE—This in script on carton describing soap for dogs, cats, etc. Filed by Justrite Co., Milwaukee, July 29, 1933. Claims use since April, 1927.

MONTANA—This in solid letters on carton describing tooth paste. Filed by Montana Mineral Laboratories, Billings, Mont., June 22, 1932. Claims use since Oct. 15, 1931.

FEMODOL—This on reverse plate, with head of woman, describing antiseptics. Filed by National Sales Co., New York, July 27, 1932. Claims use since June 15, 1932.

SKETCH OF ELELPHANT'S HEAD describing tooth paste. Filed by Worcester Salt Co., New York, July 6, 1933. Claims use since Dec. 17, 1931.

EX-CEL-O—This in solid letters describing cleansing compound. Filed by Charles W. Berg Laboratories, Philadelphia, June 22, 1933. Claims use since Feb. 15, 1933.

"PASILCO"—This in solid letters describing cleansers. Filed by Pacific Silicate Co., Berkeley, Cal., July 5, 1933. Claims use since June, 1931.

VINCE—This in solid letters on geometrically designed background describing antiseptic and dentifrice. Filed by Vince Laboratories, Inc., New York, Dec. 30, 1932. Claims use since Nov. 15, 1932.

BONIDE "ANT ZIX"—This in solid letters describing insecticide. Filed by Bonide Chemical Co., Utica, N. Y., July 12, 1933. Claims use since June 29, 1933.

CALROX—This in solid letters describing insecticides. Filed by Bowker Chemical Co., New York, July 15, 1933. Claims use since Apr. 6, 1933.

NICO-HOP-SPRA—This in solid letters describing insecticides. Filed by Sherwin-Williams Co., Cleveland, July 15, 1933. Claims use since June 19, 1933.

VERALIN—This in solid letters describing antiseptic, germicide, disinfectant, etc. Filed by Theodore Mertz, Chicago, July 17, 1933. Claims use since July 12, 1932.

WHITE HOUSE—This on reverse plate with drawing of house, describing powdered soap. Filed by National Soap Co., Burlington, Iowa, Feb. 3, 1933. Claims use since Aug. 30, 1930.

GLOWELL—This in solid letters, with sun and stars, describing metal polish. Filed by Glowell Metal Polish Co., Brooklyn, May 25, 1933. Claims use since Jan. 1, 1933.

SKETCH OF TWO SAILORS, describing soaps and cleansers. Filed by Bennett Glass & Paint Co., Salt Lake City, Utah, June 20, 1933. Claims use since Feb. 1, 1933.

GLIDER—This in solid letters on carton describing shaving cream. Filed by J. B. Williams Co., Glastonbury, Conn., July 26, 1933. Claims use since Jan. 19, 1933.

HOLLYWOOD—This in solid letters with sketch of girl's head, describing soap. Filed by Colgate-Palmolive-Peet Co., Chicago, July 28, 1933. Claims use since Dec. 17, 1931.

NU BORA—This in solid letters describing soap. Filed by Easson Soap, Inc., Portland, Ore., Aug. 7, 1933. Claims use since Nov. 1, 1932.

PUMISOPE—This in solid letters describing soap. Filed by J. R. Watkins Co., Winona, Minn., Aug. 9, 1933. Claims use since June 24, 1933.

SCICO—This in solid letters describing insecticide. Filed by Scientific Compounds, Inc., Seattle, Wash., May 4, 1933. Claims use since Aug. 28, 1931.

BATHROOM BOKAY—This in solid letters describing deodorant blocks. Filed by Odox Co., Los Angeles, June 19, 1933. Claims use since April, 1933.

MIL-I-DENT—This in outline letters describing dental cream. Filed by Trade Laboratories, Inc., Newark, June 20, 1933. Claims use since May 29, 1925.

RUIN—This on reverse plate simulating ink blot, describing insecticide. Filed by Ruin Co., Binghamton, N. Y., July 1, 1933. Claims use since Apr. 10, 1933.

CENOL—This in solid letters on sketch of moth, describing moth exterminator and preventative. Filed by Cenol Co., Chicago, July 7, 1933. Claims use since July 1, 1932.

ANT FLOWERS—This in solid letters describing insecticide. Filed by Midway Chemical Co., Chicago, July 8, 1933. Claims use since June 8, 1933.

KRYOCIDE—This in solid letters with miniature silhouette of Franklin, describing insecticide. Filed by Pennsylvania Salt Mfg. Co., Philadelphia, July 19, 1933. Claims use since July 2, 1932.

DED—This in outline letters describing insect and rodent exterminators. Filed by Midway Chemical Co., Chicago, July 24, 1933. Claims use since Mar. 27, 1926.

FILMODENT—This in solid letters describing dentifrices. Filed by Filmodent Co., Chicago, Aug. 2, 1933. Claims use since May 20, 1933.

SOL-VO-LENE—This in solid letters describing tooth paste. Filed by Dr. Hyman's Dental Products Co., Philadelphia, Aug. 9, 1933. Claims use since Aug. 5, 1933.

WIZARD—This in solid letters describing metal polish. Filed by Wizard, Inc., Chicago, June 22, 1933. Claims use since Aug. 27, 1923.

GLE-NA—This in solid letters describing cleaner. Filed by Gunter Products Co., Danville, Pa., Aug. 17, 1933. Claims use since July 5, 1933.

DWIN—This in outline letters describing insecticide. Filed by Baldwin Laboratories, Saegertown, Pa., Mar. 28, 1933. Claims use since March, 1932.

GANGSTER—This in outlined letters with hand holding automatic, describing insecticides. Filed by Pure-Ole-Products, Washington, D. C., July 28, 1933. Claims use since Apr. 16, 1932.

SLAZOL—This in solid letters describing insecticide. Filed by Skelly Oil Co., Tulsa, Okla., July 28, 1933. Claims use since June 22, 1933.

STEUBEN—This in script with sketch of moth, describing moth exterminating preparation. Filed by Steuben Chemical Co., Boston, Aug. 14, 1933. Claims use since July 7, 1933.

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Trade Marks Granted

305,881. Preparations for Cleaning, Scouring and Polishing. Fel-So Corp., New York. Filed August 16, 1932. Serial No. 329,577. Published June 20, 1933. Class 4.

305,919. Cleansing Powder and Insecticides. James M. Campbell, Brooklyn. Filed April 11, 1933. Serial No. 336,638. Published June 6, 1933. Class 6.

305,952. Cleaning Compound. Turco Products, Inc., Los Angeles. Filed July 2, 1929. Serial No. 286,522. Published June 20, 1933. Class 4.

305,963. Shaving Cream. Daggett & Ramsdell, New York. Filed April 29, 1933. Serial No. 337,287. Published June 6, 1933. Class 4.

306,000. Insecticide. American Mothproof Co., Los Angeles. Filed January 14, 1933. Serial No. 333,959. Published June 6, 1933. Class 6.

306,053. Automobile Polish. Puritan Soap Co., Rochester. Filed May 3, 1933. Serial No. 337,438. Published June 27, 1933. Class 16.

306,059. Toothpaste. Worcester Salt Co., New York. Filed May 6, 1933. Serial No. 337,577. Published June 27, 1933. Class 6.

306,102. Fly Spray, Ant Exterminator, Disinfectant, and Stock Spray. Colorado Fuel and Iron Co., Denver. Filed March 20, 1933. Serial No. 335,857. Published June 13, 1933. Class 6.

306,106. Cleansing Preparation. Khylex Chemical Co., Alexandria, Va. Filed March 28, 1933. Serial No. 336,165. Published June 6, 1933. Class 6.

306,154. Insecticide. Frank Laboratories, Cincinnati. Filed April 6, 1933. Serial No. 336,502. Published June 20, 1933. Class 6.

306,176. Dental Cream. Winchester Surgical Supply Co., Charlotte, N. C. Filed April 29, 1933. Serial No. 337,321. Published June 27, 1933. Class 6.

306,211. Dentrifrice. Neutralis, Inc., Cincinnati. Filed February 6, 1933. Serial No. 334,665. Published June 20, 1933. Class 6.

306,216. Wax Polish. Robinson Products, Ozone Park, Long Island, N. Y. Filed January 20, 1933. Serial No. 334,162. Published July 4, 1933. Class 16.

306,251. Dental Cream. Colgate-Palmolive-Peet Co., Chicago. Filed April 17, 1933. Serial No. 336,859. Published June 20, 1933. Class 6.

306,273. Shaving Cream. Colgate-Palmolive-Peet Co., Chicago. Filed May 15, 1933. Serial No. 337,836. Published June 27, 1933. Class 4.

306,276. Insecticides. C. B. Dolge Co., Westport, Conn. Filed April 29, 1933. Serial No. 337,288. Published June 27, 1933. Class 6.

306,305. Antiseptic. Geo. H. Nowland Co., Cincinnati. Filed October 20, 1932. Serial No. 331,410. Published June 20, 1933. Class 6.

306,318. Antiseptic. Com-Pax Sales Co., Salt Lake City, Utah. Filed October 6, 1932. Serial No. 331,025. Published June 27, 1933. Class 6.

306,495. Disinfectants and Deodorants. Kemiko Mfg. Co., Newark. Filed October 5, 1931. Serial No. 319,725. Published December 22, 1931. Class 6.

306,551. Boiler Cleaning Compound, Soaps, Etc. Tulsite Chemical Products Co., Tulsa, Okla. Filed November 27, 1931. Serial No. 321,551. Published July 4, 1933. Class 4.

306,552. Toilet Soap. M. Werk Co., St. Bernard, Ohio. Filed November 3, 1931. Serial No. 320,808. Published July 11, 1933. Class 4.

306,560. Scouring Compound. Quik Manufacturing Co., Philadelphia. Filed December 2, 1932. Serial No. 332,690. Published July 11, 1933. Class 4.

306,593. Dental Cream. Colgate-Palmolive-Peet Co., Chicago. Filed May 27, 1933. Serial No. 338,280. Published July 11, 1933. Class 6.

306,594. Shaving Cream. Colgate-Palmolive-Peet Co., Chicago. Filed May 27, 1933. Serial No. 338,279. Published July 11, 1933. Class 4.

306,596. Shoe Polish. The Realshine Co., Galveston. Filed May 25, 1933. Serial No. 338,271. Published July 11, 1933. Class 4.

306,598. Shoe Polish. S. H. Kress & Co., New York. Filed May 26, 1933. Serial No. 338,252. Published July 11, 1933. Class 4.

306,611. Cleaner. Wilbur White Chemical Co., Owego, N. Y. Filed April 12, 1933. Serial No. 336,700. Published July 11, 1933. Class 4.

306,616. Preparation for Use in Exterminating Insects. Moth-Mist Laboratories, Atlantic City, N. J. Filed March 31, 1933. Serial No. 336,250. Published July 11, 1933. Class 6.

306,626. Insect Killer. No. 49 Co., Houston. Filed April 11, 1933. Serial No. 336,649. Published July 11, 1933. Class 6.

306,627. Floor Sweeping Compound. Acme Chemical Co., Milwaukee. Filed April 12, 1933. Serial No. 336,668. Published July 4, 1933. Class 4.

306,629. Toilet Bowl Deodorants, and Disinfectants. Zoro Co., Oak Park, Ill. Filed April 14, 1933. Serial No. 336,756. Published July 18, 1933. Class 6.

306,630. Moth-Destroyer and Disinfecting Compound. Louis O. Eck, Detroit. Filed April 14, 1933. Serial No. 336,757. Published July 4, 1933. Class 6.

306,649. Granulated Soaps. Washal Co., Brooklyn. Filed April 29, 1933. Serial No. 337,318. Published July 11, 1933. Class 4.

306,672. Disinfectants and insecticides. Hysan Products Co., Chicago. Filed January 11, 1933. Serial No. 338,819. Published July 18, 1933. Class 6.

306,690. Soap. Colgate-Palmolive-Peet Co., Chicago. Filed March 17, 1933. Serial No. 335,770. Published July 4, 1933. Class 4.

306,702. Insecticide. Elizabeth Petz, Adams, Mass. Filed May 11, 1933. Serial No. 337,706. Published July 11, 1933. Class 6.

306,735. Antiseptic. Mojeste Laboratories, New York. Filed May 15, 1933. Serial No. 337,859. Published July 11, 1933. Class 6.

306,737. Insecticides. U. S. Phosphoric Products Corp., New York. Filed May 16, 1933. Serial No. 337,900. Published July 11, 1933. Class 6.

306,749. Cleaning and Polishing Preparation. Anna L. Teel, Bangor, Pa. Filed May 17, 1933. Serial No. 337,937. Published July 18, 1933. Class 4.

306,755. Soap, Shaving Cream, Hand Soap Cleaner. Albert I. Wigler, Newark. Filed May 18, 1933. Serial No. 337,976. Published July 4, 1933. Class 4.

306,765. Insecticide. William Bird Lewis, Pickens, S. C. Filed May 17, 1933. Serial No. 337,923. Published July 18, 1932. Class 6.

306,780. Metal Polish and Cleanser. North American Polish Co., Cleveland. Filed May 6, 1933. Serial No. 337,573. Published July 18, 1933. Class 4.

306,781. Polishing and Cleaning Compound. North American Polish Co., Cleveland. Filed May 6, 1933. Serial No. 337,572. Published July 18, 1933. Class 4.

New Patents

Conducted by

Lancaster, Allwine & Rommel

Registered Attorneys

PATENT AND TRADE-MARK CAUSES

815 15th St., N. W., Washington, D. C.

Complete copies of any patents or trade-mark registration reported below may be obtained by sending 25c for each copy desired to Lancaster, Allwine and Rommel. Any inquiries relating to Patent or Trade-Mark Law will also be freely answered by these attorneys.

No. 1,921,158. Insecticide. Patented August 8, 1933, by Eric T. Hessle, Lockport, Ill., assignor to Mid-West Chemical Company, Chicago, Ill. An insecticide composition comprising an emulsion of a non-toxic, substantially saturated, liquid hydrocarbon product and an emulsifying agent in water, the emulsifying agent comprising toxic hydrocarbon sulphones and sulphonic acids.

No. 1,921,199. Soap Slicing Machine. Patented August 8, 1933, by Harry Maskery, Philadelphia, Pa. In a slicing machine of the character described, a rotary slicing means, a pair of threaded shafts extending upwardly at opposite sides of the rotary slicing means, a series of stationary cutting means comprising a support for material to be sliced and arranged above the rotary slicing means, a follower engaging the threaded shafts and adapted to engage material supported from the stationary cutting means and urge it through the stationary cutting means into engagement with the rotary cutting means, means for rotating the rotary cutting means and the shafts, the follower comprising a bar having notches in its ends to receive the shafts, the notches being threaded for co-action with the shafts.

No. 1,921,676. Detergent composition. Patented August 8, 1933, by Maxwell M. Kahn, Belleville, N. J. A cleansing and massaging cream for the skin comprising a mixture containing substantially 2 parts by volume of rubber latex dispersed in liquid phase and 5 parts by volume of a vanishing cream, the latter containing stearic acid, potassium carbonate and glycerine, and an alkali in sufficient quantity to keep the mixture alkaline, whereby, while the latex retains its coagulative property it is prevented from coagulating until evaporation of the dispersing medium of the latex occurs.

No. 1,923,223. Mothproofing Substances. Patented August 22, 1933, by Wilhelm Lommel and Heinrich Munzel, Leverkusen-Wiesdorf-on-the-Rhine, Germany, assignors to I. G. Farbenindustrie Aktiengesellschaft, Frankfort-on-the-Main, Germany. As a new moth-proofing substance a colorless strontium salt, being soluble either in water or in organic solvents, and which does not possess a poisonous anion.

(*Turn to Page* 49)

For an all-purpose cleanser—

IF it's something to be cleaned, the packaged cleanser made from Victor Tri-Sodium Phosphate will do the job better, quicker and more economically. Recommended for washing dishes, painted, varnished, or enameled surfaces, metal fixtures, fabrics, porcelain, linens, an oily garage floor and a score of other purposes.

Sales making data on request

Complete, laboratory data covering the many advantages of Victor Tri Sodium Phosphate will be supplied on request. Packagers of this popular household cleanser will find the information of considerable value in preparing sales promotion material and advertising campaigns.

Another advantage of the packaged cleanser made from

VICTOR TSP

A pure, brilliant white, free-flowing material of uniform high quality and superior mechanical condition. Available in four grades: chip, flake, fine and powdered.

VICTOR CHEMICAL WORKS
141 W. Jackson Blvd., Chicago, Ill.

SPECIALTY SOAPS

LIQUID SOAP BASE
Coco Oil—60%—Natural, Opal, Green

LIQUID SOAPS
Coconut ..... 10% to 45%
Olive Oil .... 10% to 30%
Colored and Perfumed

SCRUBBING SOAPS
Pine, Sassafrass, Plain

LIQUID SHAMPOOS
Coconut Oil .. 30% to 45%
Olive Oil 30%
Castile 30%

POWDERED and GRANULATED SOAPS
Castile, U. S. P.
Coco Castile 50-50
Pure Coconut

SOFT POTASH SOAPS
Light and Dark
U. S. P. 9th and 10th

PHONE CUMBERLAND 6-2800
KRANICH SOAP CO.
54-60 RICHARDS ST. BROOKLYN, N.Y.

CONTRACTS AWARDED

Kirkman & Son have been awarded a contract for 1,000,000 lbs. laundry soap for the U. S. Army Quartermaster at Brooklyn at a price of 2.578c. Day & Frick awarded 200,000 cakes grit soap at 2.6c. Jos. Dixon Crucible Co. awarded 18,000 cakes stove polish at 3.75c. Procter & Gamble Distributing Co. awarded 60,000 cakes toilet soap at 1.97c. B. T. Babbitt Co. awarded 48,000 cans caustic soda at 5.39c.

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Armour & Co. have been awarded contracts for the Chicago U. S. Army Quartermaster for 9,000 lbs. laundry soap at 2.7c, 6,000 lbs. at 2.869c and 74,000 lbs. at 2.646c. John Sexton & Co., Chicago, awarded 1,000 cakes grit soap at 2.25c, 1,000 cakes at 2.15c and 1,300 cakes at 2.51c. Procter & Gamble Distributing Co., Chicago, awarded 3,600 lbs. laundry soap at 2.99c and 4,980 lbs. at the same price.

—o—

Day & Frick, Phila., were recently awarded contracts for 1,500 cakes grit soap at 2.4c, 400 cakes at 2.6c, 1,200 cakes at 2.7c and 300 cakes at 2.8c for U. S. Army Quartermaster, Chicago. Procter & Gamble Distributing Co., Chicago, awarded 68,700 lbs. laundry soap at 3.06c, 13,600 lbs. at 3.41c and 6,300 cakes toilet soap at 2.19c. Swift & Co., Chicago, awarded 200 cans scouring powder at 2.5c.

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Low bids of 3.15c lb. on 20,000 lbs. caustic soda for U. S. Bureau of Engraving and Printing, Washington, were entered by E. M. Sergeant Co., New York, Innis-Spieden Co., New York, and Peebles Chemical Co., Rosslyn, Va.

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The Bureau of Supplies and Accounts, U. S. Navy Department, Washington, desires bids before October 24 on 192,000 lbs. salt water soap for San Diego. Bids are also wanted on 24,000 pints metal polish.

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Bids were closed October 4 on 10,000 cakes laundry soap, 2,000 cakes grit soap and 2,400 packages washing powder for the U. S. Engineer, Philadelphia.

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James Good, Inc., Philadelphia, was recently awarded the contract for 77,000 lbs. soft soap for the U. S. Army Air Corps, Wright Field, Philadelphia, at a price of 3.18c.

—o—

Newell Gutradt Company, San Francisco, is low bidder for a quantity of 49,000 cakes of grit soap, type B, for the U. S. Army, Fort Mason, San Francisco.

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Oil and Fat Imports Up 25 Per Cent

Imports of animal and vegetable oils and fats and raw materials into the United States showed an increase of 25 per cent during the first eight months of 1933 compared to the same period in 1932, according to the Bureau of Raw Materials for American Vegetable Oils and Fats Industries which bases its report on import statistics compiled by the Department of Commerce for August. The great bulk of these imported oils went for industrial purposes, it is stated, and not into foods. The total imports of oils, plus the calculated oil yield of imported raw materials, totals 1,118 million pounds for the eight months of 1933. Of this volume, 83 million pounds are listed as "edible" vegetable oils as compared to 70 million pounds so listed by the Department of Commerce in 1932; 540 million pounds, as "other" vegetable oils; 454 million pounds are the calculated oil yield of imported raw materials; 34 million pounds as fish oils; and 7 million pounds as animal oils. If the same percentage increase is maintained throughout the next four months, the total imports for this year will approximate 1,686 million pounds of oils. This will still be approximately 100 million pounds under the five year average annual imports of 1,785 million pounds during the last five years.

Imports of coconut oil have increased slightly from 181 million pounds in the first 8 months of 1932 to 189 million pounds in the same period of 1933. However, imports of copra have increased from 270 million pounds to 413 million pounds. As compared to 1932, palm oil imports have increased from 152 million pounds to 195 million pounds; tung oil, from 52 to 69 million pounds; perilla oil from 9 to 19 million pounds; and sunflower seed oil from 14 to 22 million pounds. Imports of other oils have remained generally constant.

The monthly imports of all oils, plus the calculated oil yield of raw materials, decreased from 130 million pounds in January of this year to the year's low of 94

(*Turn to Page* 111)

Market Report on

ESSENTIAL OILS AND AROMATICS

(*As of Oct. 9, 1933*)

NEW YORK—Prices of essential oils advanced generally this period, several sharp gains being made in particular items such as lavender and geranium oils. The principal factor in the advance was the falling value of the American dollar in the foreign exchange markets. The dollar hit a low point in July, recovered moderately later, and is now back at the July low once more. In the case of lavender oil this is not the only influence, as it is now apparent that the current crop is very short.

Cassia Oil

The price of cassia oil held firm at the level of $1.02 to $1.10 per pound this period, a substantial business being done in this oil. Much of the demand came from the soap trade. The market was very firmly maintained and price shading was not necessary to attract demand.

Geranium Oil

Geranium oil scored a sharp advance this period, the range on Algerian oil being $4.75 to $5.35 a pound, fifty cents a pound above the prices of last month. Bourbon is quoted at $4.50 to $5.75. Exchange movements were given entire credit for the advance. Demand is reported good, and as sellers are under no pressure the tone of the market is firm.

Lavender Oil

Lavender oil was the outstanding feature of the essential oil market this period. Added to the effect of exchange fluctuations was a very evident short current crop. Buyers were quick to bid up prices in an attempt to protect themselves against a possible stock shortage, with the result that prices advanced to a basis of $2.25 to $3.50 pound. Spanish spike advanced to 68c to 73c lb.

Peppermint Oil

One of the few points of weakness in the essential oil market this period was peppermint oil. The market reached a speculative peak two months ago and since then has slid off from the high point to levels which are more in keeping with the actual situation. Natural oil is quoted currently at $2.45 to $2.60 lb.

Sandalwood Oil

Quotations on sandalwood oil were advanced 25c a pound this period, the inside quotation on Mysore oil now being $5.75 pound, ranging up to $6.00.

—o—

Arcoite Chemical Corp., Oakland, Calif., has moved its headquarters to 3629 Watts St., Emeryville, Calif.

B. H. Smith Corp., New York, is a new perfuming materials house which will specialize among other things in industrial perfuming and deodorant and sanitary specialty odors. F. A. Jones is president and George J. Tombak is vice-president. Both men were formerly associated with Van Ameringen-Haebler, Inc. Dr. B. H. Smith, head of the Virginia Dare Extract Corp. and president of the Flavoring Extracts Manufacturers Association, is connected with the firm as a vice-president. A. A. Smith is treasurer. The offices of the company are located at 100 Fifth Ave., New York.

—o—

R. T. Kline, for the past four years vice-president and sales manager of the J. T. Robertson Co., Syracuse, N. Y., soap manufacturers, has resigned his position with that company. His work has been mostly in connection with private brand sales, his previous experience in this field having been with the old Beaver-Remmers-Graham Company of Dayton, Ohio.

—o—

An anti-dumping order has been issued by the U. S. Treasury Department as a result of the complaint of domestic manufacturers of stearic acid that saponified stearic acid from the Netherlands has been sold in the United States at less than its fair value. Payment of an additional duty equal to the difference between the fair market value and the import price will be required. Distilled stearic acid is not affected by the order.

—o—

Emile Schlienger, Bertrand Freres, Grasse, has been in United States for the past four weeks, making his headquarters in New York City at the offices of P. R. Dreyer, Inc., American agents for Bertrand Freres. Mr. Schlienger and F. C. Theile of P. R. Dreyer recently returned to New York after a series of calls. Mr. Schlienger expects to return to France late in October or early in November.

—o—

Louis Gampert, formerly plant manager at Buffalo for National Aniline & Chemical Co., has joined Felton Chemical Co., Brooklyn, as vice-president and member of the board of directors. Mr. Gampert will have charge of general supervision of Felton manufacturing operations and will also undertake special sales development work.

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Magnus, Mabee & Reynard, Inc., New York, have issued their price list and catalog for September and October, 1933, listing current quotations on essential oils, aromatics, etc.

Market Report on

SOAP AND DISINFECTANT CHEMICALS

(*As of October* 9, 1933)

NEW YORK—A very firm tone characterized the market for soap and disinfectant chemicals this period. Both paradichlorbenzene and naphthalene were advanced in price by producers, and advances were also noted in rosin, pyrethrum and glycerin. Deliveries were reported to be holding up very well and a brisk current demand continues. The soap industry, which two months ago was operating at the same level of activity as the average for 1926, picked up even more speed last month and the U. S. Department of Commerce index of activity, based on the 1926 average as 100, moved up to above 110.

Alkalies

Soap makers continue to draw substantial stocks of alkalies as they all seem anxious to take out their full 1933 contract quotas in anticipation of a possible price advance on 1934 contracts.

Glycerin

Glycerin continued its rise this month, crudes advancing a quarter of a cent a pound. As soap makers' costs have been raised substantially by the operation of the President's Re-employment Agreement, they do not seem at all disposed to reduce their ideas of glycerin values, and present indications point to an even further rise.

Naphthalene

An advance of a cent and a quarter a pound was made late this period in spot and 1934 contract prices for naphthalene. In the early part of the year production was proceeding at the slow pace of the last few years and the wave of buying since May has resulted in a sharp depletion of stocks. Accordingly there is little resistance to the current upward movement which sends the schedule up to 6c to 7¼c lb.

Paradichlorbenzene

Coincident with the rise in price of naphthalene late this period came a two cent advance in the price of paradichlorbenzene. The new schedule carries a base price of 16c lb. for barreled material, the base keg price being 18c. The range is up to 25c lb. depending on quantity.

Pyrethrum

The pyrethrum market again advanced sharply this period as it became apparent that the current crop will be the smallest in ten years. The total for Japan is now estimated at only 5,700 tons. Concurrent with the short crop comes an increase in demand due to the increasing use of pyrethrum in the agricultural field. The price of best powder is now 30c to 32c lb.

National Oil Products Co., Harrison, N. J., sulfonated oils, placed its entire plant, laboratory and offices on a five-day week schedule, starting October 1.

—o—

Sefton National Fibre Co., St. Louis, has appointed as representatives in the New York area, Winkson Co., 250 Park Ave. Eight sales representatives under F. C. Allen, Jr., serve the metropolitan area. Branch offices are also shortly to be opened in Boston and Philadelphia.

—o—

Construction of a caustic soda and chlorine plant in Brazil is reported by the U. S. Department of Commerce. Caustic soda has been an important Brazilian import item in the past, total imports for 1932 being 18,130 metric tons of which United States supplied about one quarter.

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New Patents

(*From Page* 45)

No. 1,923,608. Aliphatic Sulphoacids. Patented August 22, 1923, by Heinrich Bertsch, Chemnitz, Germany, assignor to H. Th. Bohme Aktiengesellschaft, Chemnitz, Germany. Process for the preparation of aliphatic sulpho-acids distinguished by the treatment of an unsaturated aliphatic acid substance of higher molecular weight with the exception of unsaturated aliphatic oxy-compounds with sulphuric acid in the presence of not considerably more than one molecular weight of an anhydrous organic acid radical compound per one double linkage of fatty acid molecule.

No. 1,924,169. Antiseptic Preparation. Patented August 29, 1933, by John E. Stacey, Saugus, Mass., assignor to Otis Clapp & Son, Inc., Boston, Mass. An antiseptic preparation including as ingredients metacresol and camphor in approximately the ratio of 1 to 3 by weight and an essential oil.

No. 1,924,507. Compound for Repelling Insects. Patented August 29, 1933, by Alfred Markowsky, Woodbridge, N. J. A mixture for the protection of garments from moths and the like consisting of paradichlorbenzene and paranitrochlorbenzene, the substances being proportioned one to the other whereby the mixture contains at least 20 per cent of paranitrochlorbenzene will not soften sufficiently to smear garments at degrees of excessive summer heat up to 100° F.

No. 1,921,054. Cleaning Fluid. Patented August 8, 1933, by Clyde L. Voress, Charleston, W. Va. A product consisting of a solution of tartiary amyl alcohol, of ligroin whose boiling range is substantially 80°-120° C., and of carbon tetrachloride.

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KEARNY, N. J.

ESTABLISHED 1914

Market Report on

TALLOW, GREASES AND OILS

(*As of October 9, 1933*)

NEW YORK—The market for soapmaking fats, oils and greases was a quiet affair during the period just closed, prices dropping fractionally on a number of items, and buyers being inactive except in filling routine current requirements. With the usual fall increase in business activity not particularly marked as yet, there was nothing in the general industrial outlook to prompt any expansion of activities. The heavy copra crop continues to depress copra and coconut oil prices, while the domestic fat and tallow markets are somewhat upset at the prospect of absorbing the excess stocks of grease which the government's hog slaughtering program, recently concluded, has been building up.

Coconut Oil

Copra dropped fractionally below a cent and a half a pound this period as it became increasingly apparent that even unusually low current prices have not reduced the size of the crop. Coconut oil prices shifted fractionally in various markets, the New York tank price for Manila oil rising to a basis of 3c to 3¼c, while the Coast price dropped to 2¾c to 3c lb.

Corn Oil

In line with the rest of the market the price of crude corn oil in tanks eased off to 4⅛c lb. There was no unusual pressure of offerings, the decline from 4¾c a month ago being accounted for by the absence of buying interest and general weakness in commodity markets.

Cottonseed Oil

The price of crude cotton seed oil dropped a half a cent a pound this period, falling to 3¼c lb. Offerings were rather light, but in view of good crop news, lack of demand and the general weakness of commodity prices, there was no incentive to push prices upward. A somewhat firmer feeling was encountered late in the period, following the government's conclusion of its hog purchasing program.

Grease

The price of yellow and house grease eased off one-eighth of a cent a pound this period to 2¾c.

Tallow

Tallow declined in price fractionally this period in line with the rest of the market, city extra being quoted currently at 3¼c lb. Offerings were somewhat freer and demand light.

R. H. Trask, formerly connected with E. F. Drew & Co., Boonton, N. J., has resigned and will join Arthur C. Trask Co., Chicago, importers and dealers in sulfonated oils, stearic acid, varnish gums, etc.

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Patterson Foundry & Machine Co., East Liverpool, Ohio, has added the "Unipower Agitator" to its extensive line of agitators, mixers and stirrers. It is supplied in both vertical and horizontal types in sizes of 40 horsepower down to fractional sizes.

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Joseph Turner & Co., New York, have opened a branch office in Providence, R. I., at 36 Exchange Place. Park W. Masters is manager of the new branch.

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Oil and Fat Price Index Down

The index number of 23 oils and fats as compiled by the Bureau of Raw Materials for American Vegetable Oils and Fats Industries for the month of September, 1933, is 74.2, the base period used being August 1, 1909, to July 31, 1914, this base period being identical with that employed by the Department of Agriculture in compiling its price index numbers for farm products. The index number for all farm products for the month of September, 1933, as compiled by the United States Department of Agriculture is 70. The average price index of the 23 oils and fats declined 3.5 points from the month of August, during which month the average stood at 77.7 as estimated by the Bureau of Raw Materials. The average index number for all agricultural commodities was 2 points lower for September, 1933, than it was during August, 1933. Although the index number of oils and fats underwent a greater decline than did the average index number for agricultural products, it still remain 4.2 points higher than the latter.

The index numbers of some of the principal oils and fats for September, 1933, are as follows:

Castor oil	97.3
Chinawood oil	91.6
Linseed oil	116.4
Cod oil	65.6
Corn oil	95.4
Cottonseed oil	65.8
Coconut oil	43.6
Lard	56.0
Menhaden oil	58.9
Oleo oil	64.8
Rapeseed oil	96.4
Palm oil	62.6
Oleo stearine	46.8
Tallow	46.4
Sulphur olive oil	83.5
Soya bean oil	124.3

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CURRENT PRICE QUOTATIONS

As of October 9, 1933

Minimum Prices are for car lots and large quantities. Price range represents variation in quotations from different suppliers and for varying quantities.

Chemicals

Acetone, C. P., drums lb.	.08½	.10
Acid, Boric, bbls., 99½% ton	95.00	100.00
Cresylic, 97% dk., drums gal.	.42	.45
97-99%, pale, drums gal.	—	.45
Oxalic, bbls lb.	.11	.11¼
Adeps Lanae, hydrous, bbls lb.	.14	.15
Anhydrous, bbls lb.	.15	.16
Alcohol, Ethyl, U. S. P., bbls gal.	2.45	2.59
Complete Denat., No. 5, drums, ex. gal.	.34	.42
Alum. Potash lump lb.	.03	.03¼
Ammonia Water, 260, drums, wks lb.	.02½	.02¾
Ammonium Carbonate, tech., bbls lb.	.08	.12½
Bleaching Powder, drums 100 lb.	1.75	2.35
Borax, pd., cryst., bbls., kegs ton	50.00	55.00
Carbon Tetrachloride, car lots lb.	—	.05¼
L. C. L. lb.	.06	.08½
Caustic, see Soda Caustic, Potash Caustic		
China Clay, filer ton	10.00	25.00
Cresol, U. S. P., drums lb.	.09	.10
Creosote Oil gal.	.11½	.12½
Feldspar ton	14.00	15.50
(200 to 325 mesh)		
Formaldehyde, bbls lb.	.06	.07
Fullers Earth ton	15.00	24.00
Glycerine, C. P., drums lb.	.10¼	.10½
Dynamite, drums lb.	.09¼	.10
Saponification, drums lb.	.06½	.06¾
Soaps, Lye, drums lb.	.06	.06¾
Hexalin, drums lb.	—	.30
Kieselguhr, bags ton	—	35.00
Lanolin, see Adeps Lanae.		
Lime, live, bbls per bbl.	1.70	2.20
Mercury Bichloride, kegs lb.	.93	1.08
Naphthalene, ref. flakes, bbls lb.	.06	.07¼
Nitrobenzene (Myrbane) drums lb.	.09½	.11
Paradichlorbenzene, bbls., kegs lb.	.16	.25
Paraformaldehyde, kegs lb.	.38	.39
Petrolatum, bbls. (as to color) lb.	.01⅞	.06¾
Phenol, (Carbolic Acid), drums lb.	.14¼	.16
Pine Oil, bbls gal.	.59	.65
Potash, Caustic, drums lb.	.06⅛	.07⅛
Flake lb.	.07	.08⅝
Potassium Bichronate, casks lb.	.08	.08½
Pumice Stone, powd 100 lb.	2.50	4.00
Rosins (600 lb. bbls. gross for net)—		
Grade B to H, basis 280 lbs bbl.	5.05	5.05
Grade K to N bbl.	5.05	5.30
Grade WG and WW bbl.	5.40	5.55
Wood bbl.	4.73	4.76
Rotten Stone, pwd. bbls lb.	.02½	.04½
Silica, Ref., floated ton	18.00	22.00
Soap, Mottled lb.	.04⅛	.04⅜
Olive Castle, bars lb.	.09	.12
powder lb.	.17	.22
Olive Oil Foot lb.	.04½	.06
Powdered White, U. S. P. lb.	.16	.20
Green, U. S. P. lb.	.06½	.08
Tallow Chips lb.	.06	.06½
Whale Oil, bbls lb.	.05	.06
Soda Ash, contract, wks, bags, bbls. 100 lb.	1.17½	1.43
Car lots, in bulk	—	1.05
Soda Caustic, Cont., wks., sld 100 lb.	—	2.55
Flake lb.	—	2.95
Liquid, tanks lb.	2.15	2.20
Soda Sal., bbls 100 lb.	1.05	1.15
Sodium Chloride (Salt) ton	11.40	14.00
Sodium Fluoride, bbls lb.	.07½	.08½
Sodium Hydrosulphite, bbls lb.	.22	.26
Sodium Silicate, 40 deg., drum 100 lb.	.75	.80
Drums, 60 deg. wks 100 lb.	—	1.65
In tanks, 15c. less per hundred, wks.		
Tar Acid Oils, 15-25% gal.	.21	.25
Frisodium Phosphate, bags, bbls lb.	.03	.0390
Zinc Lxide, lead free lb.	.06	.06¼
Zinc Stearate, bbls lb.	.16	.18

Oils—Fats—Greases

Castor, No. 1, bbls lb.	.10¼	.11
No. 3, bbls lb.	.09¾	.10½
Coconut		
Ceylon, Coast Tanks lb.	.02¾	.03
Cochin, barrels, N. Y lb.	.04½	.04¾
Manila, tanks, N. Y lb.	.03	.03¼
Tanks, Pacific coast lb.	.02¾	.03
Cod, Newfound, bbls gal.	.34	Nom.
Copra, bulk, Coast lb.	.0147	.0152
Corn, tanks, mills lb.	.04⅛	.04¼
Bbls., N. Y lb.	.05½	.05¾
Cottonseed, crude, tanks, mill lb.	.03¼	.0328
PSY lb.	—	.04½
Degras, Amer., bbls lb.	.02¾	.03½
English, bbls lb.	.03¾	.04
German, bbls lb.	.03¼	.03¾
Neutral, bbls lb.	.06¼	.08
Greases, choice white, bbls., N. Y lb.	.02⅞	.03¼
Yellow lb.	.02¾	.02⅞
House lb.	.02¾	.02⅞
Lard, prime, steam, tierces lb.	.05¾	.05⅞
Compound tierces lb.	.07¼	.07½
Lard Oil,		
Extra, bbls lb.	—	.07¾
Extra, No. 1, bbls lb.	—	.07¼
No. 2, bbls lb.	—	.06½
Linseed, raw, bbls., spot lb.	.0990	.1030
Tanks, raw lb.	—	.0930
Boiled, 5 bbls. lots lb.	—	.1110
Menhaden, Crude, tanks, Balt gal.	.15	Nom.
Oleo Oil, No. 1, bbls., N. Y lb.	—	.06¼
No. 2, bbls., N. Y lb.	—	.05⅝
Olive, denatured, bbls., N. Y. gal.	.74	.76
Foots, bbls., N. Y lb.	.06⅛	.06¼
Palm lb.	.03¾	.04¼
Palm Kernel, casks, denatured lb.	.03¾	Nom.
Peanut, domestic tanks lb.	.03¾	Nom.
Red Oil, distilled, bbls lb.	.07	.07⅝
Saponified, bbls lb.	.07	.07⅝
Tanks lb.	—	.06
Soya Bean, domestic tanks, N. Y lb.	—	.07
Stearic Acid		
Double pressed lb.	.09½	.10
Triple pressed, bgs lb.	.12¼	.12¾
Stearine, oleo, bbls lb.	.05⅛	.05¼
Tallow, special, f. o. b. plant lb.	—	.03⅛
City, ex. loose, f. o. b. plant lb.	—	.03¼
Tallow, oils, acidless, tanks, N. Y lb.	—	.06¾
Bbls., c/l, N. Y lb.	—	.07¼
Whale, crude lb.	.03½	.04
refined lb.	.06¾	.07

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As of October 9, 1933

Essential Oils

Almond, Bitter, U. S. P.	lb.	$2.25	$2.50
Bitter, F. F. P. A.	lb.	2.50	2.75
Sweet, cans	lb.	.55	.57
Anise, cans, U. S. P.	lb	.44	.45
Apricot, Kernel, cans	lb.	.20	.22
Bay, tins		1.30	1.70
Bergamot, coppers	lb.	1.60	2.00
Artificial	lb.	1.05	1.15
Birch Tar, rect., tins	lb.	.45	.50
Crude, tins	lb.	.12	.13
Bois de Rose, Brazilian	lb.	1.00	1.10
Cayenne	lb.	2.50	2.75
Cade, cans	lb.	.26	.28
Cajuput, native, tins	lb.	.47	.50
Calamus, tins	lb.	2.75	3.25
Camphor, Sassy, drums	lb.	—	.12
White, drums	lb.	—	.16
Cananga, native, tins	lb.	2.00	2.05
Rectified, tins	lb.	2.50	2.55
Caraway Seed	lb.	1.85	1.90
Cassia, Redistilled, U. S. P.	lb.	1.02	1.10
drums	lb.	—	.97
Cedar Leaf, tins	lb.	.67	.72
Cedar Wood, light, drums	lb.	.28	.30
Citronella, Java, drums	lb.	.44	.51
Citronella, Ceylon, drums	lb.	.38	.39
Cloves, U. S. P., cans	lb.	.90	.95
Eucalyptus, Austl., U. S. P., cans	lb.	.23	.25
Fennel, U. S. P., tins	lb.	1.15	1.30
Geranium, African, cans	lb.	4.75	5.35
Bourbon, tins	lb.	4.50	5.75
Hemlock, tins	lb.	.60	.70
Lavender, U. S. P., tins	lb.	2.25	3.50
Spike, Spanish, cans	lb.	.68	.73
Lemon, Ital., U. S. P.		.95	1.25
Lemongrass, native, cans	lb.	.90	.95
Linaloe, Mex., cases	lb.	1.35	1.45
Neroli, Artificial	lb.	10.00	20.00
Nutmeg, U. S. P., tins	lb.	1.10	1.15
Orange, Sweet, W. Ind., tins	lb.	1.35	1.45
Italian cop	lb	1.20	1.60
Distilled	lb.	.55	.60
Origanum, cans, tech	lb.	.25	.50
Patchouli	lb.	3.00	3.50
Pennyroyal, dom.	lb.	1.95	2.00
Imported	lb.	1.40	1.50
Peppermint, nat., cases	lb.	2.45	2.60
Redis., U. S. P., cases	lb.	2.70	3.00
Petit Grain, S. A. tins	lb.	1.00	1.05
Pine Needle, Siberian	lb.	.77	.80
Rose, Natural	oz.	6.00	15.00
Artificial	oz.	2.00	2.75
Rosemary, U. S. P., tins	lb.	.33	.40
Tech., lb. tins	lb.	.22	.27
Sandalwood, E. Ind., U. S. P.	lb.	5.75	6.00
Sassafras, U. S. P.	lb.	.75	1.00
Artificial	lb.	.19	.21
Spearmint, U. S. P.	lb.	1.10	1.15
Thyme, red, U. S. P.	lb.	.50	.70
White, U. S. P.	lb.	.60	.80
Vetivert, Bourbon	lb.	4.75	5.00
Java	lb.	16.00	20.00
Ylang Ylang, Bourbon	lb.	3.50	5.50

Aromatic Chemicals

Acetophenone, C. P.	lb.	$1.50	$2.25
Amyl Cinnamic Aldehyde	lb.	3.50	4.25
Anethol	lb.	1.00	1.10
Benzaldehyde, tech	lb.	.60	.65
U. S. P.	lb.	1.10	1.30
Benzyl, Acetate	lb.	.60	1.00
Alcohol	lb.	.75	1.15
Citral	lb.	1.90	2.20
Citronellal	lb.	2.25	2.50
Citronellol	lb.	2.80	3.00
Citronellyl Acetate	lb.	4.50	7.00
Coumarin	lb.	3.10	3.30
Cymene, drums	gal.	.90	1.25
Diphenyl oxide	lb.	1.05	1.25
Eucalyptol, U. S. P.	lb.	.55	.65
Eugenol, U. S. P.	lb.	2.00	2.50
Geraniol, Domestic	lb.	1.25	2.00
Imported	lb.	2.00	3.00
Geranyl Acetate	lb.	2.50	4.00
Heliotropin	lb.	1.85	2.10
Hydroxycitronellal	lb.	3.50	9.00
Indol, C. P.	oz.	2.00	2.50
Ionone	lb.	3.60	6.50
Iso-Eugenol	lb.	3.00	4.25
Linalool	lb.	1.65	2.25
Linalyl Acetate	lb.	3.00	4.25
Menthol	lb.	3.50	3.60
Methyl Acetophenone	lb.	2.50	3.00
Anthranilate	lb.	2.15	3.20
Paracresol	lb.	4.50	6.00
Salicylate, U. S. P.	lb.	.40	.45
Musk Ambrette	lb.	5.75	6.00
Ketone	lb.	6.25	6.50
Moskene	lb.	5.00	6.00
Xylene	lb.	2.00	2.50
Phenylacetaldehyde	lb.	4.00	6.50
Phenylacetic Acid, 1 lb., bot.	lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot.	lb.	4.25	4.50
Rhodinol	lb.	6.00	9.50
Safrol	lb.	.23	.25
Terpineol, C. P., 1,000 lb. drs.	lb.	.33	.34
Cans	lb.	.35	.36
Terpinyl Acetate, 25 lb. cans	lb.	.75	.90
Thymol, U. S. P.	lb.	1.40	1.50
Vanillin, U. S. P.	lb.	4.50	5.75
Yara Yara	lb.	1.30	2.00

Pyrethrum Products

Insect powder, bbls.	lb.	.30	.32
Concentrated Extract			
5 to 1	gal.	1.80	1.90
15 to 1	gal.	5.25	5.35
20 to 1	gal.	6.60	6.65
30 to 1	gal.	10.40	10.50

Gums

Arabic, Amb. Sts.	lb	.07½	.08
White, powdered	lb.	.11	.12
Karaya, powdered No. 1	lb.	.10	.11
Tragacanth, Aleppo, No. 1	lb.	1.00	1.05
Sorts	lb.	.11	.12

Waxes

Bees, white	lb.	.32	.35
African, bgs	lb.	.18½	.19
Refined, yel	lb.	.22	.26
Candelilla, bgs	lb.	.09	.09½
Carnauba, No. 1	lb.	.28	.29
No. 2, Yel.	lb.	.27	.28
No. 3, Chalky	lb.	.13½	.14
Ceresin 156-165 deg	lb.	.25	.27
Paraffin, ref. 125-130	lb.	.03⅜	.04¼

A RENAISSANCE to Mid-Victorian days seems to be in the offing. While we may not have the two-seated bicycle with us, there are many other indications of a return to the spirit of the "Gay Nineties."

Noticeably, there has been a decided change for the old fashioned Perfumes for Soaps. The sweet Bouquets of yore are again coming to the front. Modernize your soaps with the fragrant flowery scents of yesteryear. We suggest—

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Bouquet 108 MM&R "Cashmere"
Brown Windsor MM&R
Gardenia MM&R
May Blossom MM&R
Peau de Spain MM&R
Hyacinthe MM&R
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Soap Tariff for Renderers?

(*From Page 28*)

rendering plants in the country. According to Government Census Bureau figures there were 50 per cent less plants in operation at the end of 1932 than there were in 1930, and undoubtedly many plants have ceased to operate this year, cutting the percentage of plants still in operation to a still lower figure.

The writer also wishes to state our position in connection with our feeling towards the soapers. As Mr. Butler states, we too, hold no brief against them. We have many friends in the Procter & Gamble Co., and are well acquainted with the buyers of other soap companies in the Middle West and our relations have always been most pleasant.

We could not expect any company to pay higher prices for materials such as tallow, other than those automatically brought out by the law of supply and demand.

The writer cannot help but take particular exception to the statement that you make in the last few lines of your editorial, which reads as follows: "There are simply too many renderers, and not until a goodly proportion of the irresponsible ones go out of business, will there be any genuine basic improvement in the industry."

If you can find any irresponsible renderers in the business today after the beating which we have taken during the past three years, we would certainly like to know who they are.

In connection with the attitude of the soapers themselves, the writer has been told innumerable times by the buyers of the various Central West concerns that they themselves would like to see higher tallow prices, that they fully realize the renderers cannot continue indefinitely on present market conditions. This statement has been made to us by the general purchasing agent of one of the largest three companies in the Middle West.

It seems to the writer that you should change your position entirely, investigate the situation thoroughly as to what the renderers' problems actually are, and publish a fair treatise on the whole subject.

KENTUCKY CHEMICAL MFG. CO.,
A. L. Buxton, President.

Covington, Ky.

Editor, *Soap*:

I am afraid that your statement in September *Soap*, Page 15: "There are simply too many renderers" will not stand analysis and does not reflect a true understanding because the majority of them are already out of business and no one knows how much material has been and is being lost simply because there is not enough of them.

JOHN W. HALL.

Chicago.

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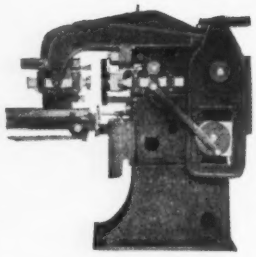
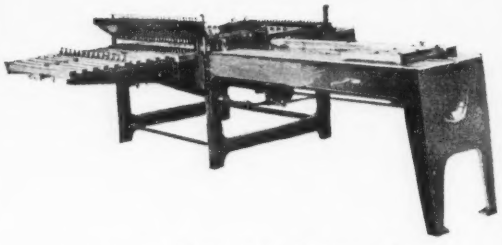
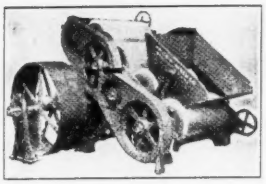
Used Specials



4 JONES AUTOMATIC combination laundry and toilet soap presses. All complete and in perfect condition.



2 Automatic Power Soap Cutting Tables.



H-A SOAP MILL

This 4-roll granite toilet soap mill is in A-1 shape. Latest and largest size rolls.

USED EQUIPMENT

- H-A 1500, 3000, 4000, 5000 lbs. capacity. Steam Jacketed Crutchers.
- Dopp Steam Jacketed Crutchers, 1000, 1200, 1500 lbs. and 800 gals. capacity.
- Ralston Automatic Soap Presses.
- Scouring Soap Presses.
- Empire State, Dopp & Crosby Foot Presses.
- 2, 3, 4, 5 and 6 roll Granite Toilet Soap Mills.
- H-A 4 and 5 roll Steel Mills.
- H-A Automatic and Hand-Power slabbers.

USED EQUIPMENT

- Sperry Cast Iron Square Filter Presses, 10, 12, 18, 24, 30 and 36 inch.
- Perrin 18 inch Filter Press with Jacketed Plates.
- Gedge-Gray Mixers, 25 to 6000 lbs. capacity, with and without Sifter Tops.
- Day Grinding and Sifting Machinery.
- Schultz-O'Neill Mills.
- Day Pony Mixers.
- Gardiner Sifter and Mixer.
- Proctor & Schwartz large roll Soap Chip Dryers complete.

USED EQUIPMENT

- Proctor & Schwartz Bar Soap Dryers.
- Blanchard No. 10-A and No. 14 Soap Powder Mills.
- J. H. Day Jaw Soap Crusher.
- H-A 6, 8 and 10 inch Single Screw Plodders.
- Allbright-Nell 10 inch Plodders.
- Filling and Weighing Machines for Flakes, Powders, etc.
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Oil-Fat-Soap
PRODUCTION SECTION
A section of SOAP devoted to the technology of oils, fats, and soaps, published prior to Jan. 1, 1932, as a separate magazine under the title, *Oil & Fat Industries*.

Sodium Thiosulfate in Soap Preservation

SODIUM thiosulfate (sodium hyposulfite, "hypo," $Na_2S_2O_3$) sometimes gives fair results as a soap preservative. This is also true of sodium sulfite, which is one of the decomposition products from sodium thiosulfate. Both of these salts appear superficially to be ideal soap preservatives, but closer examination of their actions in soap reveals certain disadvantages connected with their use. However, as Oskar Hagen points out in *Seifensieder Zeitung*, 1933, pages 524 to 526, this does not mean that they cannot be successfully and safely used for this purpose, but merely that their use involves careful attention to details which should be clearly understood by the soap manufacturer.

Hagen carried out experiments with both sodium sulfite and sodium thiosulfate over a period of twenty months, during which time he observed regularly the behavior of soaps preserved with these salts, as little as a few tenths of a per cent being used. In every case the results were good. The soaps did not darken in color, discolor, become spotty or rancid. But this experience did not warrant the conclusion that all soaps would behave in the same manner when preserved with sodium thiosulfate, because it was found for example that cold-made soaps are sometimes badly discolored by even small quantities of these salts.

The difficulty in using sodium sulfite in its limited solubility in water. Only one part of the salt dissolves in four parts of cold water. Hence, the salt is used in solid form, that is as a finely pulverized powder. The incorporation of this powder with the soap mass cannot be effected without particles of the sodium sulfite lumping together and thus giving bad results. Furthermore, sodium sulfite impairs the odor of soap, although this action is not very marked.

On the other hand, sodium thiosulfate is free from these disadvantages. One hundred parts of crystal sodium thiosulfate dissolve readily in 98 parts of water at ordinary temperatures. A concentrated solution may be used which avoids reducing the fatty acid content of the soap by the addition of too much water. Sodium thiosulfate does not change the odor of the soap. The lathering quality and the smoothness of the soap are likewise unaffected provided the content of sodium thiosulfate does not exceed half a per cent. When the low cost of this salt is also taken into consideration, there can be no hesitancy in using it on this ground.

It has been mentioned that sodium thiosulfate tends to discolor cold-made soaps. However, the color of the soap is not always spoiled altogether, because the action of sodium thiosulfate seems to depend on the nature and proportions of the fats and oils used in the original stock composition. A clear understanding of the cause of such discoloration involves a study of the chemical properties of sodium thiosulfate. Sodium thiosulfate is derived from sodium sulfite by the addition of one molecule of sulfur, thus

$$Na_2SO_3 + S = Na_2S_2O_3$$

Due to the slight affinity of sulfur for sodium sulfite, this combination is a very loose one and the resulting compound readily decomposes into sodium sulfite and sulfur, thus

$$Na_2S_2O_3 = Na_2SO_3 + S$$

Hence, if sodium thiosulfate is dissolved in water and the solution is kept in a closed vessel, sulfur begins to settle out as a yellow deposit after three to four months and sodium sulfite remains. Air also causes separation of sulfur in the solution, but in this case, the sodium sulfite formed is changed gradually into sodium sulfate by the absorption of oxygen, thus,

$$Na_2S_2O_3 + O = Na_2SO_4 + S$$

The addition of acid to a solution of sodium thiosulfate immediately decomposes the salt with separation of sulfur, evolution of sulfur dioxide and formation of the corresponding sodium salt, thus

$$Na_2S_2O_3 + H_2SO_4 = Na_2SO_4 + SO_2 + H_2O + S$$
$$Na_2S_2O_3 + 2HCl = 2NaCl + SO_2 + H_2O + S$$

An important fact is that even weak acids of the type sometimes found in essentials oils, are able to separate sulfur from sodium thiosulfate. The acid number of essential oils varies within wide limits and reaches a maximum in artificial oil of bitter almonds. The acid numbers of various perfume oils are given in the following tabulation:

Oil	*Acid Number*
Cedarwood oil	0.17
Ionone	0.17
Lavender oil, true	0.34
Bergamot oil, artificial	0.67
Geranium oil, artificial	1.68
Patchouli oil	2.46
Sandalwood oil	2.80
Geranium oil, true	5.04
Almond oil, artificial (benzaldehyde)	33.00

If a few c.c. of clear almond oil are vigorously shaken in a test-tube with a like volume of a clear 50 per cent solution of sodium thiossulfate and the mixture then allowed to stand for a short time, both the oil and the aqueous solution of the salt, which separate into two layers, are observed to be strongly turbid. This is due to the separated sulfur. Sodium thiosulfate is also decomposed by metals, which form sulfides with the nascent sulfur, thus

$$Na_2S_2O_3 + Fe = Na_2SO_3 + FeS$$

Strips of iron or copper are quickly covered with a black film of iron or copper sulfide respectively when these strips are placed in a concentrated solution of sodium thiosulfate. When the surface of the metal is rough, formation of the sulfide takes place within a few minutes after contact with the thiosulfate solution, while several hours elapse before such action takes place on metals with smooth surfaces. Addition of sodium hydroxide retards the reaction, while the addition of acid causes it to ensue immediately irrespective of the condition of the surface of the metal.

The film gradually loosens from the metal under-surface as it attains a certain thickness whereat it is easily rubbed off. Metallic acids behave like metals with respect to thiosulfate solution.

Basic bismuth nitrate, which is found in some medicinal soaps, is immediately converted into brown bismuth sulfide, when it is brought in contact with a concentrated, boiling solution of sodium thiosulfate. The reaction also takes place in the cold, only much more slowly, the addition of sodium thiosulfate solution drop by drop to a blue solution of a cupric salt gradually changes the color to yellow due to the formation of the cuprous salt. Sodium hydroxide precipitates orange yellow cuprous oxide in hydrated form from this solution, which converts boiling sodium thiosulfate into copper sulfide. Silver salts are also gradually converted into the sulfide.

The discussion of the chemical properties of sodium thiosulfate affords a ready explanation of the grayish coloration of cold-made soaps to which the "hypo" has been added for preservative purposes. It is due to the separation of sulfur from the thiosulfate. Contact of the soap, mixed with thiosulfate, with the iron or copper walls of apparatus, results in the formation of the sulfides of these metals which discolor the original white color of the soap. Hence it is essential that the solution of thiosulfate should be prepared not in iron or copper vessels, but in a wooden tank or the like and a wooden pole should be used to stir the solution. The solution should also be prepared not too near the saturation point of the salt, so as to avoid separation of crystals of sodium thiosulfate when the temperature drops. A concentration of 45 per cent is generally satisfactory for all purposes. The solution should be filtered to remove all insoluble impurities.

Greater difficulty is encountered in preventing the formation of sulfides in the iron kettles in which saponification takes place than in the preparation of the thiosulfate solution. There is no sure means of preventing decomposition of the thiosulfate at this stage of the process. It is impractical to build enamelled stirring apparatus because of the movable parts and the fact that the enamel may split off. Wooden stirring paddles cannot be used because of the action of the strong caustic liquor in the kettles. Hence the only remedy is to reduce the time of contact of the thiosulfate solution with iron as far as possible, this being accomplished by adding the solution of thiosulfate immediately before the kettle soap is ready to be run out into frames. The stirring apparatus should be carefully cleaned whenever possible so that all deposits of black iron sulfide are removed. This also aids in avoiding excessive decomposition of the thiosulfate solution. Under such conditions, the use of thiosulfate gives good results.

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Detergents are made by sulfonating alkyl benzyle ethers in which the alkyl groups are saturated and contain not less than six carbon atoms. The detergent action of the products is improved by the presence of soaps or inorganic salts having the same actions as the detergents. Imperial Chemical Industries, Ltd. British Patent No. 378,454, filed August 11, 1932.

Finishing Liquid Toilet Soaps

Finishing liquid toilet soaps, liquid shampoos and hand soaps is commonly an exacting operation. Great care is necessary to bring the soap down to the proper degree of alkalinity, but as Krings points out in *Seinfensieder Zeitung*, 1933, page 596, over-exact finishing of the soap is as disadvantageous as leaving too much alkali in it. A completely neutral soap does not have the detergent power that is generally demanded of these soaps. Hence it is claimed to be better practice to permit a small quantity of alkali to remain. Under such conditions, the appearance of the soap will also be improved. Finishing the alkaline soap with turkey red oil or even hydrocloric acid, diluted with distilled water, is claimed to give good results. Boric acid has also been found to be a useful neutralizing agent in finishing. Boric acid reacts with the alkali in the soap to form a borate which is regarded as a beneficial ingredient. Furthermore, soaps neutralized with boric acid, remain perfectly clear. Small quantities of potassium carbonate or potassium carbonate solutions of varying strengths are sometimes added (one-quarter kilogram per 100 liters of liquid soap). As much as half a kilogram of potassium carbonate can be added to the soap without making it too harsh. Liquid soaps which contain a little potassium carbonate have more body, are clearer and have a higher cleansing power.

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Bleaching Palm Oil

Palm oil can be bleached by adsorption of the coloring matter by fuller's earth, by chemical reaction such as axidation or reduction, and by air with or without the use of a catalyst. Best method involves use of fuller's earth at a temperature of 100 degrees C. under a vacuum. Avoidance of the presence of air removes the danger of destruction of the vitamin A content of the oil. However, it is much simpler to bleach the oil by means of air. The easiest method is to allow the air to bubble through the heated oil, live steam being used as the heating medium. Bleaching is completed within a few minutes at a temperature of 240 degrees C., within three hours at 150 degrees C. and within seven hours at 110 degrees C. The speed of the air current is at the rate of one-tenth of total volume used per second. Addition of catalysts, such as borates or resinates of cobalt, nickel, or manganese, allows the reaction temperature to be decreased below 100 degrees C. The proportion of catalyst used is 0.01 per cent. of the weight of the oil. C. D. V. Georgi and G. L. Teik. *Malayan Agricultural Journal*, 1933, volume 21, pages 23 to 32.

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The principle of color restoration to leuco-dyestuffs is applied to the detection of decomposition changes in fats. The comparative values are used as indexes of the age of the fat or the "degree of freshness." A simple apparatus for making the determination is described. P. Bruere and A. Fourmont. *Ann. Falsif.*, volume 25, pages 128 to 132.

Reworking Coconut Soap Scrap

While the quantity of scrap that has to be reworked in the ordinary manufacture of toilet soap is small and offers no great difficulties, according to Dr. G. Knigge, writing in *Die Seifen-, Oel- und Fett-industrie*, 1933, number 10, pages 165 to 166, the procedure is not simple in the case of soaps made from coconut oil by the cold process. In the first place, due to conditions that exist in the cold process, considerably larger quantities of soap scrap are obtained and the necessity for an economical process for reworking this large quantity of soap is naturally greater, so that the price of the soap may be kept down within competitive limits. Scrap removed from white coconut oil soap may be thrown back directly into the kettles, but then the perfume contained in the scrap goes to waste. A more serious objection to this procedure is that under certain conditions the presence of the scrap in the kettle may impair the quality of the finished soap. Colored coconut oil soap scrap cannot be processed in this manner, because no matter how much care is taken in the operation to get rid of the coloring matter in the scrap, it is never entirely removed and the kettle soap will always be discolored.

Other methods must be used in reworking coconut soap scrap. The choice of a suitable process will depend on local conditions in the soap works, on whether a toilet soap will be made from the scrap or merely soap powder. However, Knigge points out that the method used in making the coconut oil soap originally is a far more important consideration. When the soap has been made, for example by saponifying 100 kilograms of coconut oil with 50 kilograms of 38 degree Be. sodium hydroxide lye, then the scrap must be dumped into the kettles, so that the considerable proportion of unsaponified fat in them may be removed by boiling. However, when the original soap has been completely saponified, then other methods are available for reworking the scrap.

There is no danger of spoiling the soap by feeding the chipped and dried scrap directly to the mills along with the fresh soap base. If the scrap is available in regular quantities for this purpose, then a change may be made in the process of boiling the soap base by reducing the coconut oil content of the stock. Care must, however, be taken to see that the perfume in the scrap soap harmonizes with that in the fresh soap before adding it to the mills.

Coconut oil soap scrap is also well-suited for manufacture into floating soap. Two parts of the scrap are mixed with one part of water and the mixture heated and stirred into a paste. The mass is well beaten so that air is incorporated. Beating is continued until the volume of the soap has increased and the specific gravity decreased to such a point that the soap floats. A spiral, agitating device may be used for mixing the soap with air.

Colored and white soap scrap can be used together only for the manufacture of variegated colored soap. The scrap soap may be cut into pieces and added to the

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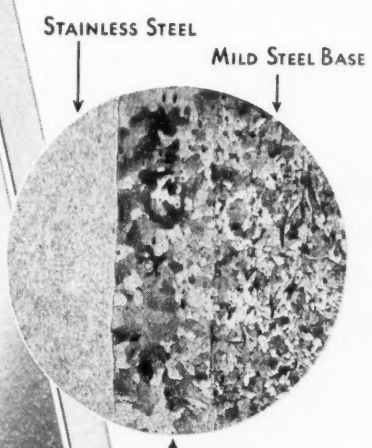

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fresh cold-made soap. When colored soap scrap is available, then it is added to white fresh cold-made soap, and when white scrap is available, the fresh cold-made soap used is colored. However, this method of getting rid of soap scrap is not so useful due to the claimed unpopularity of the variegated colored soap.

Clean, white soap scrap may be used directly for making fair quality cold-made soaps, provided the scrap is fresh. The scrap is cut up into fine pieces and mixed with fresh soap. The frames into which the soap is packed tightly are allowed to stand so that the soap scrap melts by spontaneous heating. The coconut oil soap scrap may also be used for making soap powder. The scrap is dried and made into chips ands mixed with a soap powder poor in fatty acids. Thus, starting with a 5 per cent powder, a powder containing 10, 20, and 30 per cent fatty acids can be obtained without any difficulty. Both white and colored soap scrap can be used for this purpose.

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Metaphosphate in Laundry Process

Sodium metaphosphate is a new product which is claimed to possess properties of very material value in laundering processes, according to a joint investigation made by the American Institute of Laundering and the Buromin Company of Pittsburgh at the Mellon Institute. Calgon is the trade name of the metaphosphate being produced by the Buromin Co. The product is stated to remove lime soaps from the wash wheel by converting them into soluble sodium soaps directly in the washing operation. The occurence of lime soaps in soft-water laundries is also stated to be far more widespread than is commonly thought. The phosphate has no injurious effect on textiles or colors, it is stated.

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High Pressure Fat Hydrogenation

Treatment of fats with hydrogen at a pressure of 100 atmospheres results in splitting of the molecule with the production of low boiling paraffin hydrocarbons, the carboxylic acid group being destroyed. With suitable catalysts it is possible to prepare alcohols. It is also possible to carry out the process in such manner that a synthetic wax is produced exclusively in which one molecule of alcohol is united to one molecule of fatty acid. Thus from rape oil a substitute for beeswax is obtained. Many uses for these alcohols are possible. However, the only one yet developed is sulfonation to produce a lime-resistant soap. A recent discovery in controlled hydrogenation has allowed unsaturated alcohols to be prepared. W. Schrauth. *Angewandte Chemie*, 1933, volume 46, pages 459 to 461.

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Interfacial tension of fats is measured by the drop pressure method which is explained in detail. Results are given for peanut oil, soya-bean oil and olive oil, butter fat, and the liquid fat fraction in contact with water. W. Mohr and J. Moos. *Milcha. Forsch.*, 1933, volume 15, pages 261 to 264.

Perborate Cleanser

A protective covering is provided in cleansing agents containing perborate or other bleaches to prevent the particles of the same from coming into contact with moisture, carbon dioxide and alkalies. The protective covering consists of water-soluble waxes, water-soluble paraffin or its derivatives, hard fatty acids, hydrogenated soft fatty acids, resinic acids or mixtures. The protective agent is incorporated in the soft soap base of the cleanser but in spite of this fact, the coating dissolves first in the wash liquor, because it does not form a solution, strictly speaking, but an emulsion. Hard fatty acids and hydrogenated soft fatty acids dissolve directly in the lukewarm, wash liquor, forming soaps with the alkali in the liquor. However, this reaction is stated not to take place in the moist, soft soap. The bleaching mixture, which is added to the soft soap, may be made by mixing 75 to 90 parts of a suitable bleaching agent with approximately 10 to 25 parts of water-soluble wax or the like, and forming granules from the mixture in the usual manner. Or, three parts of anhydrous stearic acid are mixed with two parts of sodium perborate or the like and the mixture formed into a solid mass and the granulated. After the granules are sprayed with a solution of water-soluble wax, they are mixed to soft soap to give the finished cleansing compound. Fritz Schmidt. German Patent No. 581,464, filed September 18, 1930.

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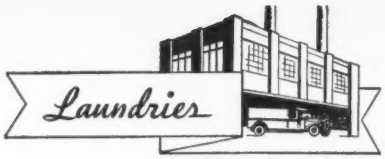
Theories of Saponification

It has been generally accepted that the saponification of fats with alkali is a process in which the primary reacting substances are fat and water, the caustic soda or potash first acting as an accelerator or catalyst in the splitting of the fat and ultimately combining with the liberated fatty acids to form soap. The rapid hydrolysis of fat into fatty acids and glycerin is brought about by water alone at a high temperature, while it has also been established that the prolonged contact with water at the ordinary temperature is capable of completely hydrolzying a fat. It was held formerly that the reaction took place directly between the fat and the alkali, but this theory can hardly be considered any longer as tenable in view of modern research on the saponification reaction, which proved that when water is absent saponification cannot take place. The first theory was corroborated by experiments carried out on coconut oil, lard, olive oil, linseed oil, butter fat and olein. G. K. Rowe. *Journal of the Society of Chemical Industry*, 1933, page 49.

——o——

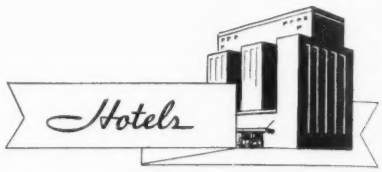
Fatty oils are refined by mixing with one to two per cent by volume of an alkaline solution; for example, 12 per cent aqueous sodium hydroxide. The oil mixture is then passed at a relatively high velocity through heating coils at progressively increasing temperature and decreasing pressure. The impurities are separated centrifugally. B. Clayton. British Patent No. 390,805, filed September 7, 1931.



Used with soap, produces better work with perfect safety . . . readily soluble . . . leaves no sediment . . . rinses freely . . . does not attack fabric or effect colors.

The most stubborn oil and grease can be removed from concrete floors with metasilicate, the economical cleanser.

Unexcelled for dishwashing, scrubbing floors of tile or wood, cleaning tubs, wash bowls and kitchen utensils.

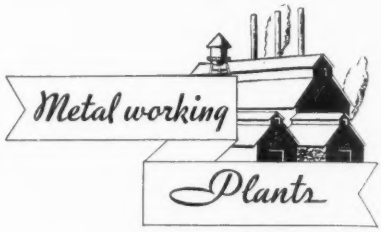


The uses for metasilicate are legion in hotels where thorough sanitary cleaning with economy is all-important.

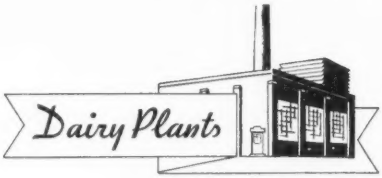
"STANDARD"

SODIUM METASILICATE

The indispensable detergent



Due to its vigorous cleansing properties metasilicate is used in many metal cleaning formulae with outstanding success . . . and at a marked saving in cost.



The ideal sterilizing as well as cleansing agent . . . readily removes the most stubborn butter fats from all equipment . . . imparts a polished brilliance to all glassware.

Quickly removes every trace of soil, sediment labels and tinfoil —assures the beautiful lustre desired by modern bottlers.

HERE at last, is the scientific solution to hundreds of cleaning problems . . . Standard Sodium Metasilicate . . . the last word in modern cleaners . . . a cleaner that combines unique advantages of strength without injurious effects . . . and with lasting qualities that make it the most economical cleaning agent yet developed.

STANDARD SILICATE COMPANY

FRICK BUILDING PITTSBURGH, PA.

"STANDARD" *Always a good silicate specification . .*

Plants at Lockport, N.Y.; Marseilles, Ill.

Plants at Jersey City, N.J.; Cincinnati, Ohio

ON PRODUCTS AND PROCESSES

One or more soaps or soap-like products, for example, resinous or naphthenic acids or their salts, Turkey red oils or organic sulfonic acids or their salts, are mixed with one or more dihydrodioxols substituted by hydroxyl-containing groups, for example, 2:2-dimethyl-4-hydroxymethyl-dihydrodioxol and the products obtained by condensing cyclic ketones, for example, cylopentanone, cyclohexanone and methylcyclohexanone with glycerol. Duetsche Hydrierwerke A.G. British Patent No. 373,315, filed May 26, 1932.

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Soaps, bleached with hypochloric acid, are deodorized by heating in a closed vessel under pressure with an excess of sodium hydroxide or potassium hydroxide or alkali carbonates in small quantities. Ammonia or an ammonium salt may be used in the place of alkali or in conjunction with alkali. Substitution products obtained from ammonia or salts of these products are also used. A. Welter. French Patent No. 715,875, filed April 22, 1931.

——o——

Soap is made from palm oil by cooking the same at a temperature of 150 degrees C. and then allowing the mass to stand and mixing with an equal volume of 18 degrees Be. sodium hydroxide at a temperature of 60 degrees C. Sodium hydroxide solution, which contains ultramarine, is added to color the product. F. Verbeeck. Belgian Patent No. 391,389, filed November 30, 1932.

——o——

Soaps were prepared from hardened Japanese fish oil. Ten per cent rosin soaps were made containing 10, 20 and 30 per cent of the hardened fish oil. The lathering quality of the soaps was measured. The results at a temperature of 20 degrees C. showed maximum lather in the ten per cent soap, but at a temperature of 50 degrees C., the 20 per cent soap gave the greatest lather of the three soaps, although this was less at a temperature of 20 degrees C.—G. Knigge, *Seifensieder Zeitung*, volume 60, 1933, pages 255 to 256.

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Detergent composition consists of amino-fatty acids, obtained for example by the action of alkali on proteins such as glue, etc., and a gelatinous substance, for example gelatinized starch or cellulose derivatives, obtained by the action of acetin on cottonseed meal or soya bean meal. The product, obtained from the action of sodium sesquicarbonate and sodium phosphate on glycerides, for example cottonseed oil soap stock, may be added. L. T. Bussler. United States Patent No. 1,861,685.

Rinsing, cleansing and fat-removing agents, possessing non-hygroscopic properties, consist of mixtures of alkali metasilicates with 20 to 30 per cent of calcined sodium phosphate. Mixtures are made of crystalline sodium phosphate with sufficient proportions of the metasilicates so that solutions of the detergent in concentrations of one to five per cent do not attack tin or aluminum at a temperature of 90 degrees C. British Patent No. 390,751. Chemische Fabrik Budenheim A.G.

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A stable, non-odorous sulfur soap is prepared by mixing and melting rosin soap with an equal weight of sulfur, and then incorporating a mixture of starch, petroleum jelly (or wax, fats, etc.) and ordinary sodium or potassium soap in convenient proportions. T. Tanaka. British Patent No. 392,042.

——o——

New methods are described for the production of resin-like substances from glycerin by heating with a catalyst. Experimental determination of most favorable conditions of resinification showed in part that good catalysts for the reduction are found to be easily-reduced salts of sulfurous and sulfuric acids. The acids themselves may also be used for this purpose. Best catalysts are mercurous and copper sulfates. The properties of the glycerin resins are described and data given on chemical composition. S. N. Ushakov and E. M. Obriadina. *Industrial and Engineering Chemistry*, volume 25, pages 997 to 1001, 1933.

——o——

Bleaching earths are treated to remove the oil contained in them in the presence of a solid substance, preferably activated charcoal, which is more easily wetted by the oil than the bleaching earth. Thus the latter is heated with an aqueous soap solution to the boiling point of water with vigorous agitation. Heating is only for a short time. When the mixture is allowed to settle, it is found that the oil has left the bleaching earth and passed into the activated charcoal, which forms the top layer, while the bleaching earth, freed from oil, is contained in the bottom aqueous layer. German Patent No. 576,852. I. G. Farbenindustrie A. G., Frankfurt-am-Main, Germany.

——o——

Three different emulsifiers are used simultaneously for emulsification of water-insoluble solvents. These emulsifiers are substituted aromatic sulfonic acids, soaps or sulfonated oils and protective colloids of the carbohydrate or protein type. German Patent No. 574,536. Oranienburger Chemische Fabrik.

SOAP has made an unusual record in holding advertising at a high level

WHY?

No *Scatterville* Circulation

Like one of Chicago's famous newspapers, SOAP does not offer a circulation in "Scatterville." We do not attempt to spread out in fields where we have no business to coax in stray advertising. The circulation of SOAP is concentrated 100% among manufacturers and distributors of soaps and sanitary products.

No *Fake* Circulation

In every issue, circulation figures for the preceding issue are printed. There is no opportunity here for circulation fakery. *Photostatic copies of current Post Office receipts are attached to all advertising bills.* When you buy space in SOAP your advertising goes to 3,000 readers,—no less.

Highly *Responsive* Circulation

Manufacturers and distributors reading SOAP are alert and alive. They have not set their ways in any one rut, content to run out their business lives without change. They are unusually responsive to the right kind of advertising. If your product can demonstrate advantages, advertising in SOAP will get you some new customers.

A Real *Reading* Circulation

A man closely identified with the industry, and in a larger way intimately associated with national advertising and all types of publications, recently remarked—"I have never seen a publication of any kind as closely read by the industry it serves as SOAP." The editor of one of England's outstanding chemical trade papers wrote—"I find your journal the most informative of all the technical journals we receive here from America. Each issue is cut into a dozen parts and filed for future reference. With most other journals one is fortunate in getting one article per issue."

. . . real, honest, responsive circulation plus unusual reader interest—here is the reason for the volume of advertising carried regularly in SOAP.

Amino Cleansing Agents

Compounds, which possess soap-like properties, are made by condensing a primary or secondary aliphatic amine, containing at least one hydrocarbon radicle with more than eight carbon atoms, or a mixture of such amines, with a halogenated alkylamine which is desubstituted on the nitrogen by alkyl groups. The products are suitable for producing a permanent lather as auxiliary products in the textile industry,of or example, as emulsifying agents for oils and as washing and purifying agents. In an example, dimethyl-amino-ethyle chloride or diethylamino-ethyl chloride is condensed with one molecule of normal-heptadecylamine. When an excess of alklyating reagent is used, the proportion of heptadecyl-diethylaminoethyl-amine formed increases. I. G. Farbenindustrie A.G., Frankfrut-am-Maine, Germany, British patent No. 361,261.

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Determining Lime Soap in Fats

The lime combined with fatty acids in technical fats is determined by indirect analysis. Excess mineral acid precipitates free fatty acids from the soap present in the fat and the original acid content of the same is increased by a quantity of free fatty acid equivalent to the quantity of lime soap present. The mineral acid is removed by washing. This method has certain disadvantages, principally the blurred endpoint in the acid titration due to the presence of dark-colored substances in the mixture being titrated. Hence, a direct method for the determination of lime soaps in fats and oils has been worked out by Dr. Bergell in *Allgemein Oel und Fett-Zeitung*, 1933, pages 301 to 302. According to this method, ten grams of the fat or oil, containing lime soap are boiled first with about 200 cc. of acetone for a few minutes in a flask provided with a reflux condenser. The flash is allowed to stand for about two hours and then the clear settled liquid portion is filtered. The residue in the flask is boiled in the same manner with an additional 200 cc. of acetone, cooled and allowed to settle. The solid residue is brought quantitatively on a filter and washed with acetone until free from fat. The precipitate and filter paper are brought into an Erlenmeyer flask and the fatty acids are separated by cooking with dilute hydrochloride acid. The free fatty acids are then taken up with ether. The residue from the ether extract then represents the fatty acids that were combined with the lime. Blank tests have shown that the fat-acetone solution dissolves scarcely any lime soap in the cold when allowed to remain in contact with the soap for a few hours. It was found in fact that six milligrams of lime soap passed into solution in the acetone under the conditions of the analysis, this quantity being too small to require any correction in the analytical figures.

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The free fatty acid content of fats and waxes is reduced by distillation to a suitable limit, for example three per cent in the case of coconut oil, before the residual impurities etc. are extracted with liquid ammonia or alkylolamines. L. Rosenstein and W. J. Hund. British Patent 387,962, filed September 20, 1932.

—o—

A bleaching agent for decolorizing fats, oils and the like is made by mixing bleaching powder with water, treating with acid and filtering. The residue is washed and pressed to remove the liquid, and is then mixed with an organic acid, such as axolic acid or lactic acid with a low degree of dissociation. Pfirschinger Mineralwerke Gebrueder Wildhagen & Falk, Germany. German Patent No. 567,982.

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Soap Plant Costs

(*From Page 25*)

mortgages, insurance on buildings and equipment, depreciation. The fluctuating overhead charges include compensation and liability insurance, supervision (executive, superintendence and foremen), factory office expense, power (purchased and made), light, repairs and deferred repairs (large repair jobs). All the overhead charges are distributed according to various bases and thus charged to each department or operation and thereafter allocated to each class of soap made on the basis of per hundred pounds or per gross cakes, the allocation being made on the usual ratio of pounds of soap produced to total production of all soaps. Thus insurance is distributed according to the value of equipment in the various departments. Rent is distributed according to the square feet of space occupied by a department, while compensation and liability insurance and supervision are distributed according to direct labor charges. Taxes are distributed according to square feet of space occupied, depreciation of buildings according to the same basis, depreciation of machinery according to the value of the equipment used in each department, factory office expense according to direct labor charged against each operation, electrical power in horsepower-hours according to the number of hours electrically driven machines are operated and steam power on an established basis of 60 per cent to kettles, 25 per cent to drying soap chips and 15 per cent to glycerin evaporation. Light is distributed according to square feet occupied by each department, repairs are charged direct according to where made and laboratory expense is charged to the kettle department.

Liquid and Potash Soap Costs

THIS discussion of soap cost accounting would not be complete without some description of systems used in calculating costs of liquid soap, potash and soft soap specialties. Due to the large number of small and medium-sized plants manufacturing these soaps, there is considerable variation in the cost methods used and more guesswork in actually determining costs than in laundry and toilet soap works. In fact of in some of the liquid soap plants, no exact determination of costs is even attempted but selling prices are established on

certain arbitrary principles, based on previous manufacturing experience without any records being kept of labor, overhead charges, depreciation and the like. This may be one of the main reasons for the unfortunate competitive conditions existing in this group, leading to sales below cost, whether such practice is due to crass ignorance or deliberate refusal to establish costs or to use known cost figures in arriving at equitable selling prices.

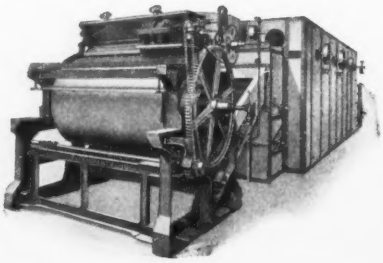
One liquid soap manufacturer was found who had made quite an intensive study of costs in this industry and who not only had accurate information on his costs but who was progressive enough to keep charts enabling him to follow trends in costs, labor charges, production and other factors over years of operation. His system of determining overhead charges is novel in that it consists in using a drum (standard liquid soap drum) of water as a basis and determining the various charges properly assessed against this drum. Such charges include trucking expense, moving drum from truck to warehouse, filling, steam for cooking the soap, etc., until the drum is delivered, billed and paid. After the overhead charges are established, the cost of making the soap is calculated.

The unit weight method is used, the raw materials used being weighed out and checked against inventories (made every three months). Costs are estimated for operating the plant at 100 per cent capacity, including labor, depreciation, insurance, rent, light, etc., and these are charged against the drum of liquid soap as a unit. Fixed overhead charges remain constant in spite of variation of plant operation, these charges being depreciation, insurance, normal repairs, truck maintenance, capital charges on preferred stock, rent and taxes of all kinds. Labor charges fluctuate with production until a skeleton operating force is reached beyond which it is impractical to decrease labor costs. Records kept over several years' operation enable accurate allocation of direct labor charges. For example, this varies between 30 and 40 cents per hundred pounds of soap produced. Differentials between cost and selling price are also known over the same period and hence prices are established and maintained at proper levels.

The batch system of determining costs is also used but only in determining bids on government contracts. Inasmuch as factory costs are accurately known, the practice is never to enter a bid at a point below factory cost, taking care of raw materials and factory overhead. The soap is accordingly sold at cost and the business gained thereby is used merely as a factory fill-in to take up slack.

Figuring Prices

ATTENTION was called to the false percentage method sometimes used in this industry in calculating costs. For example, if the raw material is established to cost 5 cents per pound, an additional 5 cents per pound is added to take care of overhead and profit, making the total selling price 10 cents per pound. This then means



THIN CHIPS!

This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

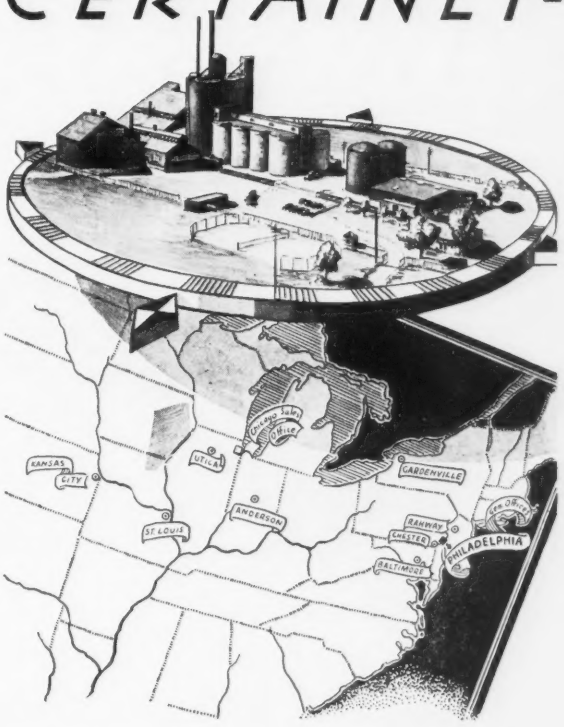
PROCTOR & SCHWARTZ, Inc.
PHILADELPHIA

50 per cent gross profit. If the raw material cost is reduced to 2 or 3 cents per pound, the selling price, according to this method of figuring, is established at 4 to 6 cents per pound, leaving a spread of only 2 to 3 cents per pound. The gross profit is again 50 per cent, but the actual money is considerably less. This fallacious method of establishing selling prices for liquid soap and potash soap specialties is held responsible for many a financial disaster in the industry. The answer is that the profit must remain fixed. For example, if raw materials cost 5 cents a pound and overhead is 2.7 cents per pound, the selling price would be 8.2 cents per pound, while if the cost of raw materials is 2 cents per pound and overhead 2.7 cents per pound, the selling price would be established at 5.2 cents per pound, the profit being the same in each case, namely 0.05 cents per pound.

In another liquid soap plant, costs are analyzed on the basis of selling price. The latter is set equal to 100 points. Then charges for discounts, damages on returned merchandise, freights and discounts deducted without permission, but uncollectable, and credit losses account for 7 points, delivery charges 3 points, factory overhead, labor cost of processing raw materials and filling containers 5 points, commission for selling 10 points, salaries of executives 10 points, sales promotion, advertising, office expense, rent, business overhead, insurance and administration costs 20 points, delivered cost of raw materials and containers 40 points, leaving 5 points for net profit. The general principle worked on is that if the soap costs 50 cents per gallon to make then the selling price should be $1.00 a gallon, although this is not always obtained. On the other hand if the selling price of the soap is below 50 cents per gallon, then there must be a differential of 10 cents per gallon above cost of raw materials.

If a salesman returned with an offer of business at a certain definite price, the decision whether or not to take this business rests on a simple calculation. For example, if the price that can be obtained is 60 cents per gallon for a definite grade of liquid soap, then 26 per cent of 60 cents is calculated as the cost of overhead, namely 15.6 cents per gallon. This leaves 44.4 cents per gallon for raw materials and delivery charges (including containers). If this cost is not exceeded as determined by calculation, the plant *might* take the business if it needed it to take up slack in production, notwithstanding the fact that the salesman would lose most if not all his commission and there would be no money obtained from the sale to allocate to salaries of executives. Furthermore the 7 per cent loss item, noted above, would also be waived. While it was strongly stated that such business is not wanted, nevertheless the fact that it has been taken in what might be called extremities clearly demonstrates the difficulties under which the liquid soap industry operates and the impossibility of making a reasonable profit when such loose methods are used in establishing costs and business is taken at any price just to keep the plant going.

CERTAINLY-



SWIFT DELIVERIES OF P. Q. SILICATES OF SODA

MACHINERY well oiled makes little noise. The delivery service of P. Q. Silicates is like that.

Naturally you are assured of silicate in your tanks when you need it, today, tomorrow or next year. Eight plants located for nation-wide deliveries, are devoted exclusively to making one product —Silicate of Soda in its various forms.

Year in and year out for almost three-quarters of a century, soap makers have valued this insurance, not only of adequate and convenient source of supply, but also of reliable uniform silicates.

Make P. Q. your choice for dependable quality silicate, delivered on time.

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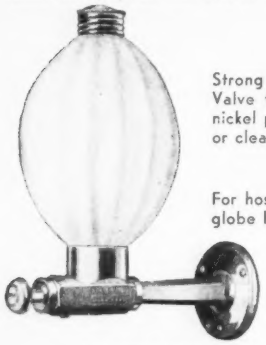
BLOC CONTAINERS

Neat dignified-looking perforated containers, made of 24 gauge heavy metal—equipped with lock and sliding back.

In White Enamel, Porcelain, Oxidize or Nickel Plate with your nameplate or plain.

In three sizes:—

Large 3¼" x 3¼" x 9¾"—Holds 40 oz. bloc
De Luxe 2¾" x 2¾" x 8" — " 25 or 16 oz. bloc
Aerzonette 3½" x 1½" x 1½"— " 4 oz. bloc
Can be supplied plain or with your nameplate.



SOAPERIOR LIQUID SOAP DISPENSER
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Strong attractive leak-proof dispenser embodying patented "SOAPERIOR" Hexagon Valve features. Heavy one-piece bracket of non-corrosive white metal chrome or nickel plated. Non-removable 18 oz. capacity fluted glass globe of white opalescent or clear crystal glass (also jade green and black glass or all-metal).

BABETTE PORTABLE BABY SOAP DISPENSER

For hospital nursery. BABETTE is made of strong chromed white metal with frosted globe holding a pint of soap. Leak-proof . . . filled through a large opening on top. Weight of hand on flange delivers soap in a continuous stream (leaving nurses' arms free). No pumping necessary. Weighted to prevent tipping. Convenient handle for carrying.

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Model 121

Also other styles wall and basin type Dispensers, Gravity Feed Equipment, Portable and Elbow-Operated Dispensers. Send for catalog.

PERFECTION PUSH-UP LIQUID SOAP DISPENSER
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Inexpensive yet incorporates leak-proof valve and patented cone type shut-off. Bracket of white metal nickel or chromed. Transparent heavy glass globe (screws in) holds 14 oz. of soap.

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Model 132

Send for samples and prices of BABETTE Infants Pure Castile Soap. Also Surgical Soaps for hospitals.

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LUSTERBRYTE

No-Rub water emulsion wax (Liquid). Requires no buffing after application . . . dries glossy in 10 to 15 minutes . . . contains high percentage of Carnauba Wax . . . neutral, no excess alkali.*

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This superior no-burn gym finish is unexcelled for use on wood, cement, cork and linoleum floors. A preservative and protective treatment. . . . it resists hot water, strong alkali and some strong acids. Prevents rubber burns. The hardest and yet most flexible finish yet produced for gym floors.*

VARNISEPTIC MOPPING VARNISH AND FLOOR SEAL

Produces a lustrous non-slippery tough resilient surface easy to maintain. Unexcelled sealing properties . . . resists moisture, oil, grease, traffic. For cork, linoleum, cement, concrete and wood floors.*

U. S. TERRAZZO SEAL

This new protective sealer preserves colors, prevents pittings, resists water, traffic and practically eliminates scrubbing. Adds years to life of terrazzo. Absolutely non-slippery. Excellent coverage.

*NOTE—Packed in 65, 35, 15, 10 and 5 gallon drums and 1 gallon cans.

SOAP DEPT. liquid toilet soaps, mechanic's soap, scrubbing soaps, green oil soaps, shower bath soaps, automobile soap.

SOAP DISPENSER DEPT. soaperior soap dispensers, all types for industrial or hospital installations.

DISINFECTANT DEPT. coal tar products (co-efficient 1 to 20), pine oil products, chlorine products, live stock dips, cresol compound U. S. P., or Technical, formaldehyde, odorless disinfectants, perfumed sprays.

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SPECIALTIES DEPT. indoor chemical toilets, sprayers (hand and power), drinking fountains, aerzonator air conditioners, vending machines and sanitary napkins.

MISCELLANEOUS formaldehyde fumigators, chemical pipe cleaner, deodorizing powders, sweeping compounds, toilet bowl cleaners, weed killers, gum removers, ratacides.

INSECTICIDE DEPT. liquid exterminators, powder exterminators, mosquitocides, gas fumigating machines, vaporizers, concentrated insecticides.

Send for Price Bulletin on these fine products. Priced right. . . . dependable and profitable.

U. S. SANITARY SPECIALTIES CORPORATION

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To the Insecticide and
Disinfectant Manufacturer:

The price trend is **UP** on many of our products. We suggest that you have us cover your requirements now, on the following:

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(Pure Paradichlorbenzene)

METHYL SALICYLATE
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Last year our laboratory, under the direction of our Dr. Alfred Weed, examined more than seven hundred samples of Pyrethrum and Pyrethrum insecticides.

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The knowledge and experience gained year after year by routine tests and research, makes for better POWCO BRAND Pyrethrum Products.

Statements made regarding POWCO BRAND Pyrethrum Products come to you after they have been proven—not merely by scientific means, but, equally important, by practical trials and ageing tests.

There is no confusion in buying our products. They are designed, manufactured and standardized with one object in view,—to give you a maximum in dependable *killing power* per dollar, and to justify your confidence.

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Odorless Pyrethrum Extracts

If You Have Not Made Your Commitment for Pyrethrum CONSIDER THESE FACTS

Find out for yourself why Pyrocide 20 sales have increased every year since 1929 while the total volume of household insecticides used, has decreased

ONE reason for the steady growth of Pyrocide 20 sales since its introduction as the *first* standardized extract of pyrethrum flowers, is obvious. Pyrocide 20 has made it possible for users of pyrethrum to manufacture insecticides with *uniform* high killing power, at low cost.

Quite naturally, some users of pyrethrum were skeptical when standardization was announced, as the result of research by C. B. Gnadinger and C. S. Corl of the McLaughlin Gormley King laboratories. It was a revolutionary development, and it was difficult to grasp the full significance of standardization and immediately realize its value.

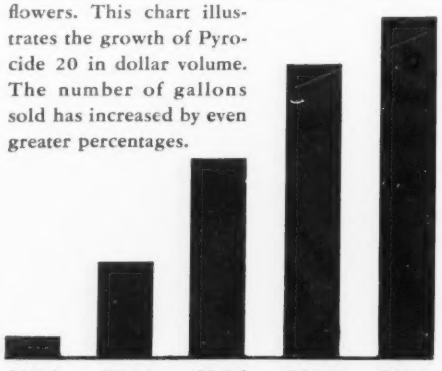
VALUE NOW RECOGNIZED

Today, the value of accurate standardization is accepted, and the wisdom of using Pyrocide 20 as an insecticide base is amply attested by the steady growth in sales, both in this country and abroad. Standardization by physiological test is proved not sufficiently accurate in itself.

Pyrocide 20 received its first commercial tests in 1929. During that season a few pyrethrum users tried the new product. It

Growth of Pyrocide 20 Sales

This chart shows how Pyrocide 20 sales have grown steadily since 1929, when the McLaughlin Gormley King Company first introduced a standardized concentrated extract of pyrethrum flowers. This chart illustrates the growth of Pyrocide 20 in dollar volume. The number of gallons sold has increased by even greater percentages.



successfully met the needs of these users. Many who tried only experimental quantities during the first year made substantial commitments in the fall of 1929 for the following season. These commitments were so heavy that we were forced to build a new plant, and design new equipment.

PYROCIDE BECOMES A LEADER

In the fall of 1930, we were literally swamped with orders for future delivery. It became necessary to build another new manufacturing unit doubling our original capacity. By 1931, Pyrocide 20 had become such an important factor as an insecticide base that during that year approximately one-third of all pyrethrum flowers imported into the United States were used in manufacturing Pyrocide 20. In 1932, Pyrocide 20 sales increased approximately one-third over 1931, and this year (1933) they will show another substantial increase over 1932.

The consumers of Pyrocide 20 must have been satisfied or they would not continue to buy.

PYROCIDE STORY IS SIMPLE

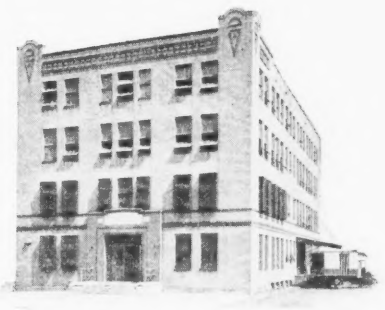
Regardless of the variation in active principle content of pyrethrum flowers each gallon of Pyrocide 20 contains a certain definite quantity of active principle. That quantity is 2.6% pyrethrins, or *all* the active principle from 20 pounds of flowers having a pyrethrin content of .90%.

You can therefore predetermine the quality of your spray, and maintain that quality at all times.

Pyrocide 20 is specially treated in Frigidaire cooled tanks and filtered under pressure for clarifying.

Pyrocide 20 is shipped in steel drums of 15, 30 and 53 gallons from warehouses in New York, Los Angeles, Minneapolis and several foreign cities. We also can supply pyrethrum flowers of *known* pyrethrin content in whole, ground or powdered form.

If you want to be *sure* of the quality of your insecticide in 1934, contract for Pyrocide 20 *now*.



An Invitation to

PYRETHRUM BUYERS

It is our policy to control each step in the production of Pyrocide 20. Therefore, every process is conducted in one plant. We invite you to inspect our equipment, facilities and methods. These include assaying the flowers used in each batch, reduction to oleo-resin of pyrethrum, extraction of oleo-resin with various solvents and clarifying the finished concentrates.

We have a complete plant to show you, and will be proud to have you inspect it. If you cannot make a personal visit, we will be glad to send you our new booklet describing our process of manufacture. Write for this booklet.

Write

McLAUGHLIN GORMLEY KING CO., 1715 Fifth Street S.E., Minneapolis, Minnesota

Pyrethrum Specialists Since 1901

PYROCIDE 20

STANDARDIZED EXTRACT OF PYRETHRUM FLOWERS

FOR BETTER-SMELLING FLY SPRAYS

FLORENE

Florene has been developed specially to overcome the kerosene odor of fly sprays and insecticides. It imparts a sharp, clean, refreshing scent. This aromatic will move your fly-spray sales-curve upward.

ODRENE

is another insecticide "deodorant". Odrene is powerful. Odrene is inexpensive. It can be used alone or in combination, to the advantage of sprays and polishes.

GIVAUDAN-DELAWANNA INC.

80 FIFTH AVENUE, NEW YORK, N. Y.

BRANCH OFFICES

Philadelphia Los Angeles Atlanta Cincinnati Detroit Dallas Baltimore New Orleans Chicago San Francisco Montreal Havana

1/3 OF YOUR MARKET

If you sell insecticides—the farm woman will be one of your biggest customers.

Millions of insects multiply in the natural breeding places provided by farm conditions. Constant traffic keeps screen doors swinging. Many woolens invite moths.

The farm woman represents a third of the American market for soaps—but more than a third of the market for insecticides.

One magazine, and one magazine only, is published exclusively for her.

THE
FARMER'S WIFE
Webb Publishing Company
NEW YORK SAINT PAUL CHICAGO

The makers of these products are cultivating this great market through The Farmer's Wife:

RINSO	BON AMI
OXYDOL	S. O. S.
LUX	P & G NAPTHA

PERFUME *Disseminators*

ARE
BECOMING
MORE
AND
MORE
POPULAR

Felton Chemical Co. Have Developed a Series of Perfumes Especially Designed for Use in Perfume Disseminators.

- A Wide Variety of Popular Odors
- Unusual Strength and Lasting Power
- Reasonably Priced

Several of the More Popular Numbers Are:

PIROUETTE	PINE ODOR
CHENILLE 555	HYACINTH V. B.

Write Us for Samples and Prices

FELTON CHEMICAL COMPANY, INC.

Executive Offices and Factory—599 JOHNSON AVE., BROOKLYN, N. Y.
Chicago, Ill., Office—1200 NORTH ASHLAND AVE.

Stocks Carried in the Following Cities:

LOS ANGELES, CAL.	SAN FRANCISCO, CAL.	CHICAGO, ILL.	NEW ORLEANS, LA.
WM. PAUER,	A. H. DOREMUS,	M. HARTSTEIN,	ROBERT E. FELTON,
1131 N. Orange Grove Ave.	1282 Folsom St.	1200 No. Ashland Ave.	Balter Bldg., Rm. 407

STAINLESS CATTLE SPRAY

A light colored liquid for spraying cattle to rid them of annoying flies and insects. Contains the active principle of pyrethrum. Will not stain, blister or burn, and has no disagreeable odor. A popular product with farmers and dairymen. Supplied in bulk to the distributing trade only.

PES-TOX

An efficient liquid household insecticide of the pyrethrum type, pleasantly scented. Surpasses in effectiveness the standard of the National Association of Insecticide and Disinfectant Manufacturers. Each lot carefully controlled by the Peet - Grady method. Supplied in bulk for distributors to resell under their own trade-names. Also suppliers of pyrethrum concentrate.

PINE OIL DISINFECTANTS

made from pure steam-distilled pine oil, and agreeable in odor and dilute with water to form rich, milk-white emulsions.

HIPINE, made according to the formula of the Hygienic Laboratory has a phenol coefficient of four to five.

ORPINE, prepared from slightly different ingredients, has a coefficient of three to four.

CLEARPINE is a specially refined product, very light in color, and has a phenol coefficient of four to five.

All are high-grade products, reasonably priced. Every lot chemically controlled and standardized. Supplied only in bulk to the distributing trade for resale under their own names and labels.

BAIRD & McGUIRE, INC.

HOLBROOK, MASS. **ST. LOUIS, MO.**

New York City and New Jersey Representative

EASTERN STATES SUPPLY CO., 136 Liberty Street, New York, N. Y.

Phone: WOrth 2—3143

Perfumes For

THEATRE SPRAYS

It makes no difference whether you use alcohol or water as a base. We can supply an odor to meet your requirements—an odor that will prove popular with your customers.

A few suggestions

for alcohol base sprays	Lb.
American Thistle No. 1010.	$2.25
Lilac No. 59	2.50
Gardenia No. 1756	5.00
New Mown Hay No. 319.	2.75
Peony No. 446	4.00
Rose No. 310	2.50
Trefle No. 619	2.85
Violet No. 611	3.10
Wild Flowers No. 5300	1.75

Used one ounce to two gallons of alcohol—either full strength or diluted

for water base sprays	Lb.
Bouquet W. S. No. 636	$3.25
Honeysuckle W. S. No. 561	2.25
Narcissus W. S. No. 3855.	2.75
New Mown Hay W. S. No. 260	2.50
Lilac W. S. No. 19	2.50
Oriental W. S. No. 3858.	2.50
Rose W. S. No. 560	2.75
Trefle W. S. No. 4855	3.00
Violet W. S. No. 261	2.75

Used one ounce to three or five gallons of water according to strength desired

MEMBER NATIONAL ASSN. INSECTICIDE AND DISINFECTANT MFRS. INC. 1914 INC.

P. R. DREYER INC.

12 East 12th Street New York City

"It's the Odor that Sells the Product"

PACKAGED!
....and it's Off to Sales!

Your line . . whatever liquid it may be . . PACKAGED for dealer attention in window display. SEEN and BOUGHT by consumers who *insist* on judging products by the CAN! • Smart design and decoration fairly *jumps* your PACKAGE front! . . where sales commence! • CANS to stimulate trade are our hobby . . our day's work through the year.

Ask us to *prove* what they can do to curve your sales upward. • Label designs in the modern manner . . compelling color lithography . . and just PLAIN CANS when wanted.

METAL PACKAGE CORPORATION
110 E. 42ND ST., NEW YORK CITY
ESTABLISHED 1909
SALES OFFICES AND PLANTS • NEW YORK CITY • BALTIMORE • BROOKLYN • CHICAGO
THE FISCHER CAN COMPANY DIVISION • HAMILTON • OHIO

Disinfectants
containing YARMOR PINE OIL
are Effective and Pleasant to Use

We do not manufacture disinfectants but we do know that disinfectants containing Yarmor have these advantages:

1. They repel and kill flies and mosquitoes.
2. They kill disease-producing bacteria.
3. They are non-toxic to human beings.
4. They are non-corrosive to metals.
5. Diluted they have a detergent value for scrubbing floors and walls.
6. They act as deodorants, leaving a clean, fragrant pine woods aroma.

NRA MEMBER U.S. WE DO OUR PART

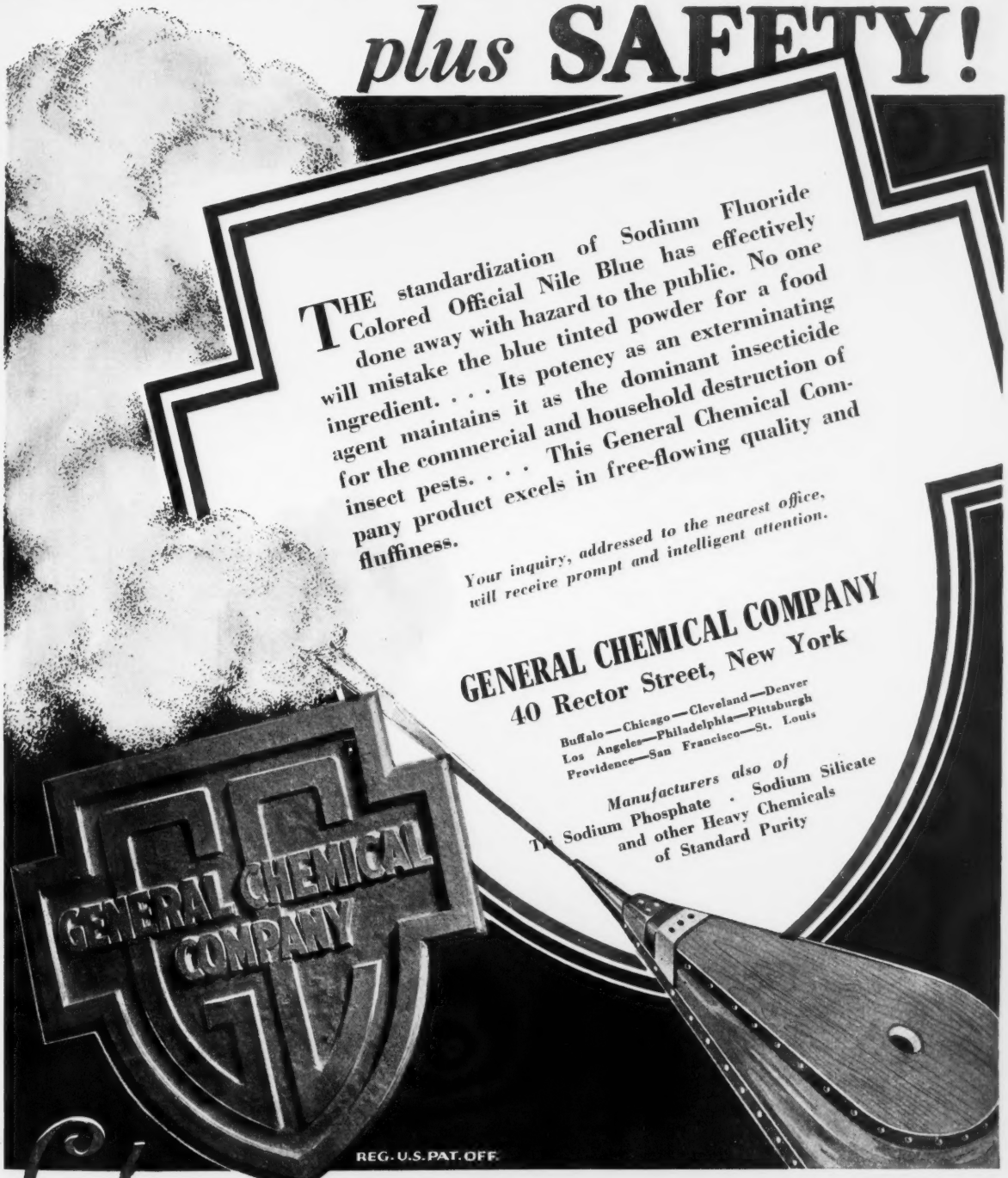
Steam-distilled Pine Oil
Steam-distilled Wood Turpentine
Wood Rosin
Alpha Terpineol
Commercial Abietic Acid
Abalyn
Nitrocellulose
Chemical Cotton

Both manufacturers and users will profit by investigating the advantages of disinfectants containing Yarmor Steam-distilled Pine Oil.

HERCULES NAVAL STORES
HERCULES POWDER COMPANY
INCORPORATED
961 Market Street *Wilmington, Delaware*
Branch Offices: Chicago, New York, St. Louis, Salt Lake City, San Francisco

QQ-38

Effective Extermination *plus* SAFETY!



THE standardization of Sodium Fluoride Colored Official Nile Blue has effectively done away with hazard to the public. No one will mistake the blue tinted powder for a food ingredient. . . . Its potency as an exterminating agent maintains it as the dominant insecticide for the commercial and household destruction of insect pests. . . . This General Chemical Company product excels in free-flowing quality and fluffiness.

Your inquiry, addressed to the nearest office, will receive prompt and intelligent attention.

GENERAL CHEMICAL COMPANY
40 Rector Street, New York

Buffalo—Chicago—Cleveland—Denver
Los Angeles—Philadelphia—Pittsburgh
Providence—San Francisco—St. Louis

Manufacturers also of
Sodium Phosphate · Sodium Silicate
and other Heavy Chemicals
of Standard Purity

Colored OFFICIAL NILE BLUE SODIUM FLUORIDE

Specialists in doing
one thing well

Baird's

Reg. U. S. Patent Office

For over a quarter
century manufacturers of

TESTED and CERTIFIED

DISINFECTANTS

for the wholesale trade

BAIRD & McGUIRE, Inc.

HOLBROOK, MASS. ST. LOUIS, MO.

MEMBER
NATIONAL ASSN. INSECTICIDE AND DISINFECTANT MFRS. • INC. •
INC. 1914

INSECTICIDE AND DISINFECTANT SECTION

A Department of SOAP

SOAP is official publication of *The National Assn. of Insecticide and Disinfectant Manufacturers.*
HARRY W. COLE, Secretary, Holbrook, Mass.

THE latest revised draft of the insecticide and disinfectant code is ready for presentation to Washington. Copies have been mailed direct to every known manufacturer in the industries in the United States, some fifteen hundred in all. Included in the revised code are a complete set of trade practice regulations as in the original code. However, the entire document has been rewritten after numerous conferences between Dr. Robert C. White, chairman of the code committee, Peter Dougan, president of the National Association of Insecticide and Disinfectant Manufacturers, and representatives of the National Recovery Administration. The complete revised code is published elsewhere in this issue. Whether this code becomes the law of the industry or whether it is changed further,—in fact, no matter what its fate may be, the industry most certainly owes a debt to these men who have given unsparingly of their time in its behalf. It is a man's job, without a doubt, to try to please fifteen hundred manufacturers and satisfy a critical Government all at one time.

—o—

PATENTS covering the steam vaporizing machine for use in the application of insecticides, and the special vaporizing machine liquids, have been issued to a well-known insecticide manufacturer. Notices have likewise been sent to all other vaporizing machine manufacturers and to makers of the liquid for use in these machines that by manufacturing and selling either or both, they are infringing the patents. Already, we have heard of one competitive manufacturer of the machines quitting the business. What the others will do, remains to be seen. Maybe there is another Terry patent case in the making here.

—o—

AFTER much opposition and disagreements, the exterminating and fumigating industry of the country has buried its differences as far as a national association and a national code are concerned, and have all joined together in the National Association of Exterminators and Fumigators. At the organization meeting, held in Washington on October 2nd, the unification of the association efforts of the industry were completed and a national code drawn up. This association now represents the industry as a whole. It is very distinctly to the advantage of every exterminator and fumigator in the country to join it now. Its new officers are deserving of the support of every firm in the business.

—o—

FROM Japan comes word of a smaller pyrethrum crop. Whether this news be true or otherwise,—we have heard the same story many times before,—the pyrethrum consumer who is short of his needs, seems destined to pay higher prices for his future requirements.

National Assn. of Insecticide *and* Disinfectant Manufacturers

OFFICERS

President.....Peter Dougan
Merck & Co., Rahway, N. J.

1st Vice-President.....Charles P. McCormick
McCormick & Co., Baltimore

2nd Vice-President.....Samuel H. Bell
Koppers Products Co., Pittsburgh

Secretary.....Harry W. Cole
Baird & McGuire, Inc., Holbrook, Mass.

Treasurer.....John Powell
John Powell & Co., New York

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F. A. Hoyt.....Frederick Disinfectant Co., Atlanta
H. W. Hamilton.....White Tar Co., Kearny, N. J.
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Dr. George Reddish..Lambert Pharmacal Co., St. Louis
S. S. Selig.....The Selig Company, Atlanta
Dr. Robt. C. White.....Robt. C. White Co., Phila.
William J. Zick.....Stanco, Inc., New York

MEMBERSHIP

Active—Open to manufacturers and wholesale distributors of disinfectants, germicides, deodorants, insecticides, liquid soaps, polishes, and allied products. Dues—$75.00 per year.

Associate—Open to firms supplying raw materials, containers, equipment, etc., to the membership. Dues—$50.00 per year.

For further details, communicate with

NATIONAL ASSOCIATION OF INSECTICIDE & DISINFECTANT MANUFACTURERS

Harry W. Cole, Secretary

HOLBROOK MASS.

Notes of the Trade

Recent advertisements of Ralston Purina Co. for its fly spray in the St. Louis district have stressed the fact that mosquitoes are suspected of being carriers of the sleeping sickness germ and that they can be controlled by an insect spray. Other advertising campaigns which hooked up with the current epidemic were refused publication as the press refused to publish anything which might be misleading.

—o—

T. P. Non-Odourous Disinfectants Co., Vancouver, B. C., Canada, is reported to be considering construction of a factory at North Vancouver.

—o—

Fuld Bros., Inc., Baltimore, sanitary specialties, have issued the first number of a new house organ, *Sniffs, Smudges & So Forth.* To be added to the mailing list, address Fuld Bros., at 2310 Frederick Ave., Baltimore.

—o—

Further hearings in the U. S. Federal Trade Commission's action against Miracul Wax Co., St. Louis, on the count of alleged misrepresentation in the sale of floor polish, were held, October 3 in Kansas City, Mo., and October 6 in Cleveland. William C. Reeves was the trial examiner and Everett F. Haycraft commission attorney.

—o—

Dr. Max Reimann of the Oriental Exterminating Co., New York, returned recently from a four months' stay in Germany. Dr. Reimann was the first person to use sodium fluoride in the United States for exterminating purposes, introducing the product here 35 years ago.

—o—

A summary of results of field trials of pyrethrum in agricultural dusts has just been issued by Dr. Alfred Weed and Dr. M. D. Leonard, entomologists of John Powell & Co., New York. The field trials were on various types of crops and covered all sections of the country during the past two years.

—o—

Chr. Hansen's Laboratory, 9015 W. Maple St., Milwaukee, has started manufacture of "Hansen's" fly spray.

December 11 in New York!

BEGINNING December 11, the twentieth annual meeting of the National Association of Insecticide & Disinfectant Manufacturers will be held in New York at the Hotel New Yorker. The meeting will open on Monday morning, Dec. 11, at 9:00 A. M. and continue through Tuesday, and also into Wednesday of that week. The 20th annual informal banquet will be held on Tuesday evening, Dec. 12. This year, according to Walter J. Andree of Sinclair Refining Co., general chairman of the convention committee, it is expected that all previous attendance records will be broken.

Complete Revision of Insecticide and Disinfectant Code

THE code of the insecticide and disinfectant industries, the latest revision of which has been completed by the Code Committee of the National Association of Insecticide and Disinfectant Manufacturers, has been submitted to some 1,500 firms in the industries and is ready for submission to the National Recovery Administration. The complete revised code follows:

Article I—Purpose

It is the purpose of this Code to aid in eliminating from the Industry destructive and unfair methods of competition, waste and improper practices; to place the Industry upon a sounder basis, and better enable it to serve labor and consumers by bringing about higher wages, shorter working hours; to assure better protection of the public health, fair prices and high quality merchandise for the consumer, and reasonable profits to all efficient units of the Industry.

Article II—Definitions

The term "Industry" as used herein is defined to mean the manufacture and/or sale of household and live stock insecticides, disinfectants, dips and deodorants, and concentrates and/or extracts used in the preparation of same.

The term "member of the Industry" as used herein means all manufacturers engaged in the industry, and all dealers who purchase the products of such manufacturers for resale.

The term "employees" as used herein means all persons employed in the conduct of the "Industry" as defined herein.

The term "employers" as used herein means all members of the "Industry" by whom such "employees" are employed.

The term "Association" as used herein means National Association of Insecticide and Disinfectant Manufacturers, Inc., a trade association incorporated under the laws of the State of New York and having its headquarters office at New York, N. Y., in which corporation there is no entrance or initiation fee and no inequitable restrictions are placed upon membership.

The term "member of the Code" as used herein means any "member of the Industry" who assents to this Code.

The term "Board of Governors" as used herein means the Board of Governors of the National Association of Insecticide and Disinfectant Manufacturers, Inc.

The term "the President" as used herein means the President of the United States.

The term "the Act" as used herein means the National Industrial Recovery Act as approved by the President on June 16, 1933.

The term "the Administrator" as used herein means the Administrator appointed by the President under the Act and at the time in office.

The term "effective date" as used herein is defined to be the eleventh day after this Code shall have been approved by the President.

The term "producer" as used herein means every person engaged in the business of preparing, mixing or manufacturing, for sale, the products of the Industry as herein defined.

The term "dealer" as used herein means any person engaged in the business of buying insecticides and/or disinfectants for the purpose of reselling at a profit. One buying for his own use, or principally for his own use and that of his tenants, shall not be deemed to be a dealer.

The term "minimum standard" as used herein, and as applied to liquid insecticides shall mean not less than 60 per cent kill using the Peet-Grady Test (which is the minimum standard of the Association).

The term "disinfectant" as used herein means any chemical or drug or combination of chemicals or drugs intended to destroy one or more kinds of disease germs, or other harmful microorganisms, not necessarily including bacterial spores, and when applied to all inanimate objects that might harbor disease germs.

Article III—Hours

(1) No employee engaged in the processing of products of this Industry, and in labor operations directly incident thereto, shall work or be permitted to work in excess of 40 hours per week, averaged each six months from the effective date, provided, however, that such employees may be employed not more than 6 days or 48 hours in any one week.

(2) No office, salaried or other employee, not covered by paragraph (1) of this Article, receiving less than $35.00 per week, shall work or be permitted to work more than 6 days or 48 hours in any one week and not more than an average of 40 hours per week for each six months' period from the effective date. Employees receiving more than $35.00 per week; executives and managerial and supervisory staffs; and outside salespeople shall not be subject to any hourly limitations.

(3) No employee shall work or be permitted to work for a total number of hours in excess of the number of hours prescribed in Sections (1) and (2) of this Article, whether employed by one or more employers.

(4) The maximum hours fixed in paragraphs (1) and (2) above shall not apply to repair shop crews, engineers, electricians, firemen, shipping, watching and outside crews, and cleaners.

Article IV—Wages

(1) The minimum wage that shall be paid by any employer to any employee engaged in the processing of the products of this Industry and in any labor operations directly incident thereto shall be at the rate of 40c per hour for male employees and at the rate of 30c per hour for female employees north of the Mason and Dixon Line (south of the Mason and Dixon Line the minimum rates per hour shall be five cents less), unless the rate per hour for the same class of work on July 15, 1929, was less than the above specified minimum, in which latter case the rate per hour paid shall be not less than the rate per hour paid on July 15, 1929, but in no event shall the minimum rate per hour paid to either male or female employees be less than the rate of 87½ per cent of the above specified minimum rates.

(2) The minimum wage that shall be paid by any employer to all other employees, except commission salespeople, shall be at the rate of $15.00 per week.

(3) The foregoing provisions establish minimum rates of wages, regardless of whether the employee is compensated on the basis of time rate or piece rate or otherwise.

Article V—Child Labor

On and after the effective date no employer in this Industry shall employ any person under sixteen years of age, except that persons between fifteen and sixteen years of age may be employed (but not in manufacturing or mechanical work) for not to exceed three hours per day and those hours between 7:00 A.M. and 7:00 P.M., in such work as will not interfere with day school.

Article VI

A—Administration

(1) National Association of Insecticide and Disinfectant Manufacturers, Inc., is hereby designated the agency to assist the Administrator in supervising and promoting the performance of the provisions of this Code by the members of the Industry.

(2) The Supervisory Agency within the Association shall be known as the Code Enforcement Committee, and shall consist of five members of the Industry appointed by the President of the Association, subject to the approval of the Board of Governors. In the event of the decease or retirement of any member of this Committee, the President of the Association shall, under the same conditions, promptly appoint a member of the Industry to fill the vacancy.

(3) With a view to keeping the Administrator informed as to the observance or non-observance of this Code and as to whether appropriate steps are being taken to effectuate the purposes of the Act, each member of this Industry shall furnish certified reports to the Code Enforcement Committee when and in such form as

they shall, subject to the approval of the Administrator, deem necessary.

(4) If formal complaint is made to the Association that the provisions of this Code have been violated by any member of the Code, the Code Enforcement Committee shall investigate the facts and to that end may cause such examination or audit, as may be deemed necessary, to be made by an independent agency. In event of the complaint so investigated having proven unfounded or unjustified, the cost of such investigation shall be paid by the complainant; but if the investigation shall prove that the employer whose practices were complained of, shall have been in fault, then said employer shall pay for the costs of such investigation.

(5) The President or the Administrator may designate a representative to participate in the conferences of the Code Enforcement Committee with respect to the application of this Code, and such representative shall have access to all data and statistics collected by said Committee. The Code Enforcement Committee shall hold itself in readiness to assist the Administrator and to meet with the Administrator's representative from time to time as requested, to consider and study any suggestions or proposals presented upon behalf of the Administrator or any member of the Industry regarding the operation, observance or administration of this Code.

(6) Any and all information with respect to sales volume, costs and other details of operations as may be furnished by the members of the Industry to the Code Enforcement Committee shall be considered confidential and shall not be supplied or made available to others, except to the duly appointed and constituted representatives of the President.

(7) In addition to information required to be submitted under this Code, there shall be furnished to government agencies such statistical information as the Administrator may deem necessary for the purposes recited in Section 3 (a) of the Act.

B—Participation

Each member of the Code shall be entitled to participate in the Code activities of the Association to the same extent as a member thereof. Each member of the Code shall contribute his proportionate share toward the cost of preparation and administration of the Code, including the cost of the assembly and analysis of such reports and data as may be required under the Code and the cost of the maintenance of the administrative agency and its activities, either by becoming a member of the Association or by paying to the Association amounts equal to the dues from time to time required of members thereof.

C—Trade Practices

(1) It shall be unfair competition to sell any products of this industry at less than a reasonable cost of such products.

(a) For the purpose of carrying out the provisions of paragraph (1) above, it is necessary that the term "reasonable cost" be defined and applied uniformly by all persons; therefore, as used in paragraph (1) above, "reasonable cost" is defined to include the current delivered market cost of raw materials and supplies; fair wages for employees not inconsistent with the provisions of this Code; and a reasonable standard allowance for each "Division and/or "Product Group" of the Industry for the following: Taxes of all kinds, power, light, heat, water and other miscellaneous operating expenses; repairs and maintenance of buildings and equipment; executive, supervisory, engineering, experimental research and development, sales and office salaries and expenses; advertising and promotional expense; distribution and delivery expenses; rent; professional and collection expenses; bad debt losses; adequate depreciation and obsolescence of all buildings and equipment at rates agreed upon, and any other expenses incidental to the manufacture and sale of such products. Initial standard allowances for the above items of cost shall be formulated by the Code Enforcement Committee which, subject to the approval of the Administrator, shall become effective when established and published by the Code Enforcement Committee. The Code Enforcement Committee shall have the power to require from members of the Industry whatever information may be necessary to revise these standards and any such revised standards shall, subject to the approval of the Administrator, become effective when established and published by the Code Enforcement Committee.

(b) Where a manufacturer produces more than one line of products, each line shall be considered a separate unit for purposes of ascertaining costs, and general expenses of all kinds shall be properly and fairly allocated to the several lines.

(c) A uniform cost accounting system shall be adopted as soon as practicable, becoming effective upon approval of the Code Enforcement Committee and the Administrator, and when promulgated by the Code Enforcement Committee, such system shall be used by all manufacturers who are members of the Insecticide and/or Disinfectant group in allocating the above items of cost to specific products.

(d) Since it has been the recognized practice of the Industry to sell its products on the basis of printed net price lists, or price lists with discount sheets which are distributed to the trade, each member of the Industry shall, within ten days after the effective date, file with the Code Enforcement Committee a net price list, or a price list and discount sheet, as the case may be, individually prepared by him, and the Code Enforcement Committee shall immediately send copies thereof to all members of the Industry.

Revised net price lists, or revised price lists with discount sheets, may be filed from time to time thereafter with the Code Enforcement Committee by any member of the Industry to become effective upon the date specified therein, but such revised price lists and discount sheets shall be filed with the Code Enforcement Committee ten days in advance of the effective date thereof, unless the Code Enforcement Committee shall authorize a shorter period. Copies of revised price lists and discount sheets, with notice of the effective date specified, shall immediately be sent to all members of the Industry, who thereupon may file, if they so desire, revisions of their price lists and/or discount sheets, which shall become effective upon the date when the revised price list or discount sheet first filed shall go into effect.

(e) Such price lists and discount sheets shall definitely specify the prices, discounts and terms which will govern in all sales made to wholesalers, retailers, chain stores that maintain their own warehouses giving facilities to their own retail outlets, and large industrial users, railroads, institutions and hospitals. Quantity discounts for insecticides shall apply only to carload lots and shall be limited to the difference in freight rates on carload and less than carload shipments. All quantity discounts for both insecticides and disinfectants shall be true quantity discounts, based on each sale, and sales shall not be accumulated for the purpose of applying quantity discounts.

(f) Chain store companies, maintaining warehouses and giving warehouse facilities to their retail outlets, may purchase on the basis of wholesalers as outlined in the published price lists, provided they purchase the wholesale quantity, but at no time shall a retailer be extended the wholesaler's price or discount; but must purchase only at the recognized retailer's price.

(g) When the maximum discount is applied to the list price of any item of product, the net price of such product shall be not less than the reasonable cost of a product of the "minimum standard" or standards, as determined in accordance with the provisions of paragraph 1 (a) of this article.

(h) It will constitute unfair competition for any member of the Industry to sell products below the maximum discounted price list, plus freight to destination.

(k) Nothing in the Code shall be interpreted to prevent any sale in good faith of any products that any member of the Industry may be discontinuing in his line, or damaged goods or inventories which must be converted into cash to meet emergency needs, upon such terms and conditions as the Code Enforcement Committee may approve.

(m) Except as may be subsequently set forth in a specific or supplementary Export Code for the Industry, the provisions of this Code now or hereafter adopted with regard to prices, discounts, deductions, allowances, extras, commissions and/or terms of sale, are not to apply to direct export sales or to sales in course of export (i.e. sales destined ultimately for export) or to sales of materials used in the manufacture of products for export. The term "export" shall include, in addition to shipments to foreign countries, shipments to such United States possessions as may be defined by the Industry.

(2) The offering or giving of free deals is unfair competition. As used in this paragraph "free deal" means the gift of a product to a buyer conditional on his purchase of a product; nor shall any producer or dealer give free goods for distribution purposes.

(3) It shall be unfair competition for any member of the Industry to pay a buyer for a special advertising, merchandising or distribution service by such buyer except (a) in pursuance of a written contract made in good faith and explicitly defining the service to be rendered and the payment therefor, and (b) unless such service is duly rendered and payment is reasonable. Such payment is reasonable in amount if in the case of a printed advertisement the payment does not exceed the actual cost of the advertisement, calculated on a lineage basis which shall at no time exceed the actual rate paid and at no time shall exceed the cost of advertising on a lineage basis as set forth in the current national rate and data book, and in the case of circulars, window posters and/or similar printed matter, the allowance shall in no case exceed the actual cost of printing, but no such payment shall be made for a counter or shelf or floor or window display.

(4) It shall be unfair competition for any member of the

Industry to exchange or offer to exchange his merchandise for the merchandise of a competitor, or for any other merchandise other than that of similar ingredient or name.

(5) It shall be unfair competition for any member of the Industry to sell or offer to sell, products of this Industry on the basis of guaranteed prices, consignment sale, or any bill-back or charge-back arrangement whatsoever.

(6) It shall be unfair competition for any member of the Industry to misuse his buying or selling power to exact or impose any uneconomic or unjust term or condition of purchase or sale.

(7) It shall be unfair competition for any member of the Industry to deliberately substitute another product for that ordered from him in the normal course of his business.

(8) It shall be unfair competition for any member of the Industry to pursue any practice which is offensive to good business morals, or which is, for any other reason, unfair to competitors and detrimental to the purchasing and/or consuming public.

(9) It shall be unfair competition for any member of the Industry to offer a cash discount for prompt payment in excess of the customary 2 per cent for payment within ten days of date of invoice.

(10) The defamation of competitors by imputing to them dishonorable conduct, inability to perform contracts, questionable credit standing, or any misrepresentation, is unfair competition.

(11) Maliciously influencing or enticing away the employees of competitors, or any attempt to disturb an agreement existing between a competitor and his customer, is unfair competition.

(12) The dating of an invoice other than the date of the shipment, and the withholding from, or inserting in the invoice, facts which make the invoice a false record, wholly or in part of the transaction represented on the face thereof, and/or the payment or allowance of secret rebates, refunds, credits, unearned discounts, or other special considerations or allowances including donations, gifts or premiums, of any nature, whether in the form of money or otherwise, is unfair competition.

(13) Any disparagement of the weight, substance, strength, grade or quality of the goods of competitors, is unfair competition.

(14) Selling or offering to sell any product with any misrepresentation as to the quantity, quality, grade, or substance of such product, is unfair competition.

(15) Imitating or simulating any design or label used by any other producer in this Industry is unfair competition.

(16) Any refusal on the part of any member of the Industry to make or accept delivery of goods on duly accepted orders other than for reasons of credit policy, is unfair competition.

(17) Requiring a buyer to purchase one product to influence or force the sale of another product, or any substitution of product for one that is ordered by the buyer without his consent or approval, or the imposition on the buyer of any unjust or uneconomic term or condition of sale, is unfair competition.

(18) Furnishing special containers, preparing special formulae for individual buyers or consignees, or using special ingredients in standard formulae, without adequate charge for the cost of such containers, formulae, or special ingredients, as an inducement to the making of a contract and/or sale, is unfair competition.

(19) Making special allowances to buyers or consignees under the guise of advertising expense, or giving any other form of gratuity, is unfair competition.

(20) It is unfair competition to use selling methods that promote secret rebates and concessions, such as:

(a) Employing a buyer or consignee or his agent or anyone employed by or connected with a buyer or consignee with the purpose, design, and effect of influencing the business of such customer.

(b) Carrying on books by seller or consignee as delinquent, balances due by solvent customers with no intention of requiring ultimate payment.

(21) It shall be unfair competition for any producer governed by this Code to permit his products to be handled by a middleman standing between producer and consumer who violates the provisions of this Code of Fair Competition, and it shall also be unfair competition for any dealer, governed by this Code, to deal with a producer who violates this Code of Fair Competition.

(22) On and after the effective date of this Code, the suppliers of Pyrethrum concentrated extracts and other Pyrethrum raw materials, and tar, or oil or pine distillates, because of their close relationship to the manufacture of finished household, live stock and industrial insecticides, disinfectants and dips, shall (a) use every precaution in the sale of the above mentioned materials to the end that such materials shall not find their way into the hands of unscrupulous dealers or manufacturers who by their practices endanger the high quality standards established by this Code, and (b) so regulate the sale of their products as a further protection of the quality standards established in this Code, that such materials shall not be supplied directly to any person, persons, or company who by the character of their business are obviously not engaged in the manufacture, sale and/or marketing of finished insecticides, disinfectants and dips. Any violation of the provisions of this paragraph is unfair competition.

(23) The sale or offering for sale of any liquid insecticide below the "minimum standard" as defined in this Code is unfair competition.

(24) The sale or offering for sale of any insecticide powder below the standards defined by the United States Department of Agriculture is unfair competition.

(25) A tar disinfectant or pine disinfectant or mixture of both, shall bear a label containing a plain, conspicuous, correct and definite statement of the Bacillus typhosis phenol coefficient thereof, as determined by the methods prescribed and promulgated by the Secretary of Agriculture. No phenol coefficient shall be required upon a label or accompanying printed matter of other than tar disinfectants or pine disinfectants, or mixture of both. However, the use of phenol coefficient may be permitted on disinfectants or germicides other than tar disinfectants or pine disinfectants under such rules and regulations as may be promulgated by the Secretary of Agriculture. Any violation of the provisions of this paragraph is unfair competition.

(26) It shall be unfair competition for any producer to pay any special compensation to the salesmen of any dealer, in any guise whatsoever.

(27) Except when authorized by the producer of the product, the repackaging or transferring of any article from the container of the producer into another container, and the offering of such re-packaged item for sale, in competition with the producer's own product, is unfair competition.

Article VII—General

(1) As required by Section 7 (a) of Title of the National Recovery Act, the following provisions are conditions of this Code:

(a) "That employees shall have the right to organize and bargain collectively through representatives of their own choosing, and shall be free from the interference, restraint, or coercion of employers of labor, or their agents, in the designation of such representatives or in self-organization or in other concerted activities for the purpose of collective bargaining or other mutual aid or protection:

(b) "That no employee and no one seeking employment shall be required as a condition of employment to join any company union or to refrain from joining, organizing or assisting a labor organization of his own choosing; and

(c) "That employers shall comply with the maximum hours of labor, minimum rates of pay, and other conditions of employment, approved or prescribed by the President."

(2) Without in any way attempting to qualify or modify, by interpretation, the foregoing requirements of the National Industrial Recovery Act, employers in this Industry may exercise their right to select, retain or advance employees on the basis of individual merit, without regard to their membership or non-membership in any organization.

(3) Such of the provisions of this Code as are not required to be included herein by the Act may, with the approval of the President, be modified or eliminated by the Code Enforcement Committee if it appear that the public needs are not being served thereby and as changes in circumstances or experience may indicate.

(4) As required by Section 10 (b) of Title I of the National Industrial Recovery Act, the following provision is contained in this Code: The President may, from time to time, cancel or modify any order, approval, license, rule, or regulation issued under said Title.

(5) Violation by any member of this Industry of any provision of this Code is an act of unfair competition, and the offender shall be subject to the penalties imposed by the Act.

Article VIII—Producers in Other Industries

If any employer of labor in the Insecticide and Disinfectant Industry is also an employer of labor in any other industry, the provisions of this Code shall apply to, and affect only, that part of his business which is included in the Insecticide and Disinfectant Industry.

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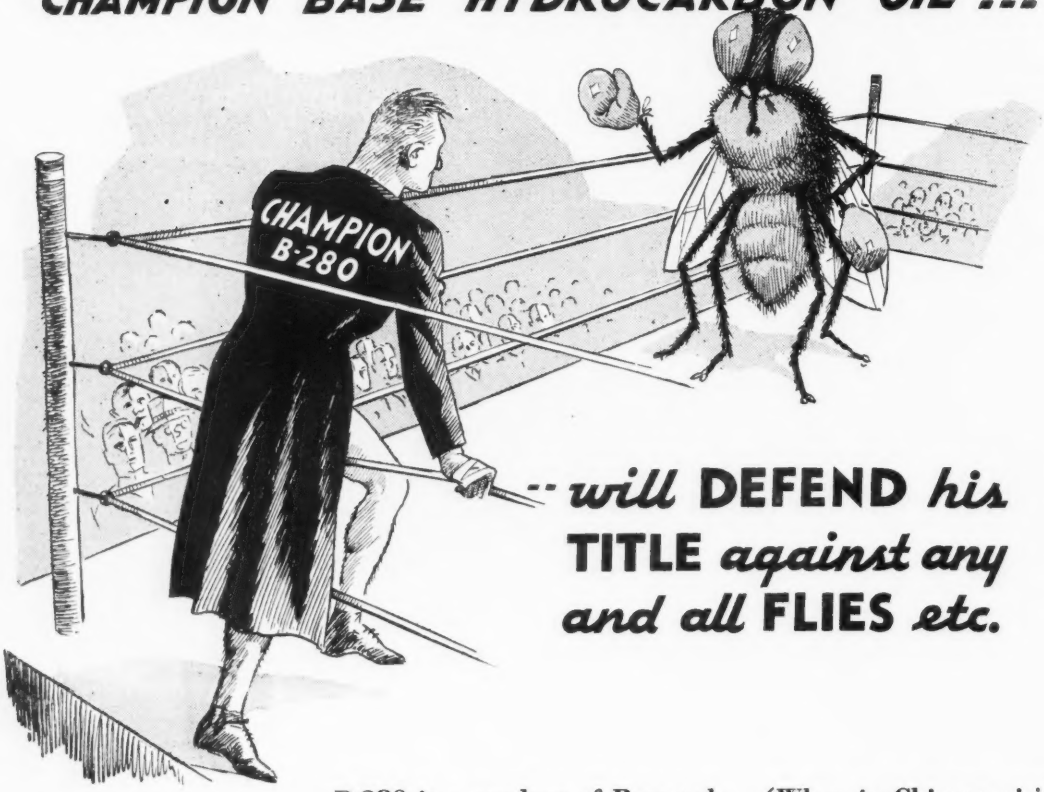
Vogel Ritt, Inc., insecticides, disinfectants, cleaning compounds, etc., formerly located at 1502 Callowhill St., Philadelphia, has recently occupied new quarters at 1601 Chestnut St.

The NEW KILLER -- B-280
CHAMPION BASE HYDROCARBON OIL ---



-- will DEFEND his TITLE against any and all FLIES etc.

Notice the remarkable odor before and after.

Notice to Manufacturers: We manufacture Base Hydrocarbon Oil only. We are not manufacturers of fly sprays.

B-280 is a product of Research. (When in Chicago visit our Research Laboratories at 3921 E. Ravenswood Avenue —15 minutes from the "Loop") (4500 square feet of floor space devoted to Petroleum Research for Industries).

Ask the Cleaning Industry about "STOD-SOL;" the Rubber Industry about "RUB-SOL" or "PETROBENZOL;" the Lacquer Industry about "TROLUOIL;" the Varnish Industry about "APCOTHINNER," they are all Internationally known "Industrial Naphthas" manufactured by this company. We now enter your Industry and offer "B-280" for your approval.

For technical data or samples, address the company at 3921 East Ravenswood Avenue, Chicgo, Ill.

ANDERSON-PRICHARD OIL CORPORATION

PRODUCERS AP REFINERS

OKLAHOMA CITY, OKLA.

BRANCHES IN ALL PRINCIPAL CITIES

Exterminating Ass'n Meets

AT a meeting in the Continental Hotel, Washington, D. C., October 2, attended by approximately fifty delegates representing over three hundred concerns in the exterminating and fumigating service industries, and presided over by William O. Buettner, a national association for the industry was organized, officers were elected and a code was drafted for submission to the National Recovery Administration. It was the opinion of the delegates that the interests of the industry could be best served by a single strong national association. Accordingly the group decided to proceed with plants for a permanent organization to be called the National Association of Exterminators and Fumigators, Inc. Temporary officers of this association, previously elected, designed and permanent officers were chosen as follows: president, William O. Buettner, Brooklyn; secretary, Irving H. Josephson, New York; treasurer, H. Stickel, Columbus, Ohio; vice-presidents, L. A. Rich, Boston; F. R. Andrews, Kansas City; M. Meyers, Philadelphia; F. D. Hubbel, Baltimore; and L. A. McKenna, Cleveland.

WILLIAM O. BUETTNER

The following seventeen nominated directors were elected, four places of the total board membership of twenty-one being left vacant temporarily to allow for additional representation from western and southern concerns. The new directors are: B. W. Eldredge, Boston; F. E. Bohman, Hartford; Dr. M. Reiman, New York; A. N. Ritt, Philadelphia; P. C. Cissel, Washington; W. E. Martin, St. Louis; C. W. Porter, Baltimore; T. C. Raley, St. Louis; C. J. Russel, Detroit; H. C. Stucker, New York; Mrs. G. Walker, Richmond; C. N. Dold, Chicago; W. Phippand, Cincinnati; W. P. McCloud, Chicago; Dr. E. D. Wilson, New York; Wm. Elliott, New York; and Max Levy, St. Paul.

Seven directors are to hold office for one year, seven for two years and seven for three years. Thus seven directors will be elected at each annual meeting. The terms of the first twenty-one elected will be set by the eight officers. In bringing the total membership up to twenty-one, the board will accept suggestions from any five concerns in the industry to elect the additional four directors.

According to the constitution and by-laws adopted. dues in the National Association have been set at $2.00 for the remainder of the current year, and $10.00 a year thereafter. Dues for associate members are set at $7.50. Membership in the National Association to date is 145.

IN the composition of a national code for the industry the delegates took into consideration the various provisions of the local codes. They were also aided in their work by a talk by Orin Libert from Deputy A. D. Whiteside"s office, under whose jurisdiction the exterminating and fumigating industries are included. He discussed various sections of the proposed code and made numerous recommendations on matters to be included in order that approval of the code be expedited.

A sliding scale of wages was approved under which operators in the larger cities will be paid $21.00 per week, scaling down to $15.00 in the smaller areas. The scale for apprentices ranges from $18.00 down to $14.00. Hours of work were set at 44 per week, although there were numerous suggestions from various localities that this maximum be raised to 48. The complete section on hours follows:

> On and after the effective date, the employers comprising the industry shall not operate on a schedule of hours for their employees, excepting office and supervisory staff, salesmen and solicitors, in excess of 44 hours per week, except for such short overtime periods, not to exceed 16 weeks per years, as the seasonal character of the industry may make unavoidable, and when so required, said extra hours of labor should be remunerated for at least the same hourly rate of pay; and in no six months' period shall the average week of labor for employees exceed the weekly maximum of 44 hours per week. In no event shall any employee be paid a less wage for a work week of 44 hours than such employee was receiving for the same class of work for the longer week prevailing prior to the effective date of the code. The hours of labor of employees shall be the average 44 hours per week inclusive of travel time.

A number of methods of price control were discussed, the section finally adopted reading as follows:

> It shall be an unfair method of competition for any employer to provide services at less than cost plus a reasonable per cent profit. For purposes of this paragraph cost shall be defined as the sum of the materials used, direct and indirect labor, general overhead, obsolescence, amortization and depreciation on equipment, taxes, including any excise tax paid by the employer and selling cost. It shall be the duty of the Exterminating and Fumigating Service Industry Code Committee, hereinafter designated, to determine what is fair profit. In compiling this information, the Exterminating and Funmigating Service Industry Code Committee may be used to obtain the necessary data. In case of question, the employer may be required to furnish the Administrator with such information as may be necessary in order to prove to the Exterminating and Fumigating Service Industry Code Committee that he is not providing service below cost plus reasonable profit.

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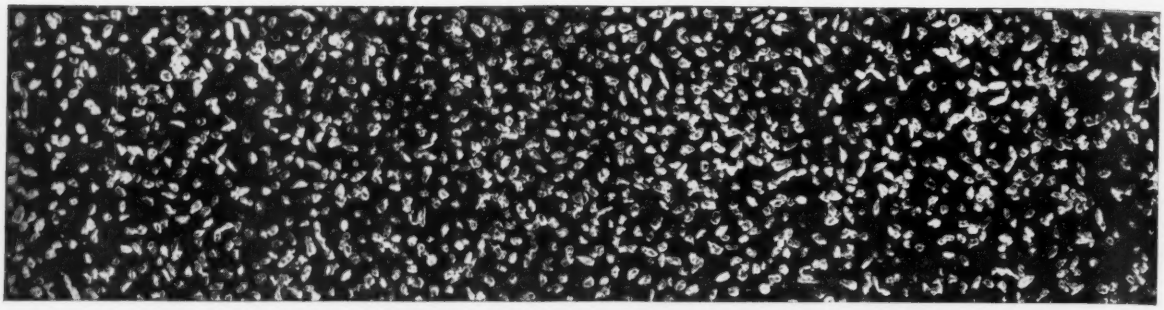
Strong Cobb & Co., formerly at 2015 East 90th St., Cleveland, have recently moved to Lisbon Road and Evins Ave.

3 SIZES OF CRYSTALS

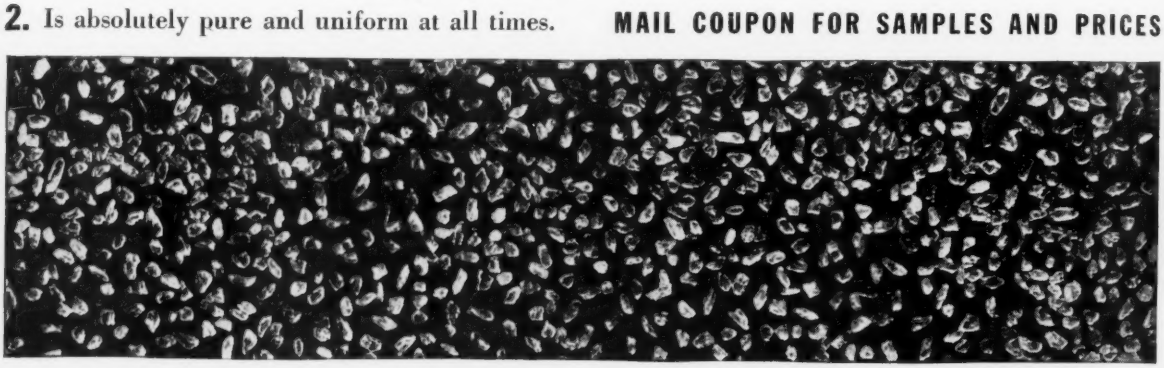
make DU PONT PARA-DICHLOROBENZENE *easy to fabricate*



IN ADDITION to coming in large, medium and small size crystals, du Pont Para-Dichlorobenzene has these advantages:

1. Available for immediate delivery anywhere.
2. Is absolutely pure and uniform at all times.
3. May be had in 5 different quantity sizes—200, 150, 100-lb. drums or 50 and 25-lb. pails.
4. Backed by the name DU PONT.

MAIL COUPON FOR SAMPLES AND PRICES



DU PONT
REG. U. S. PAT. OFF.

ORGANIC CHEMICALS

E. I. du Pont de Nemours & Co., Inc.
Organic Chemicals Department, Wilmington, Delaware

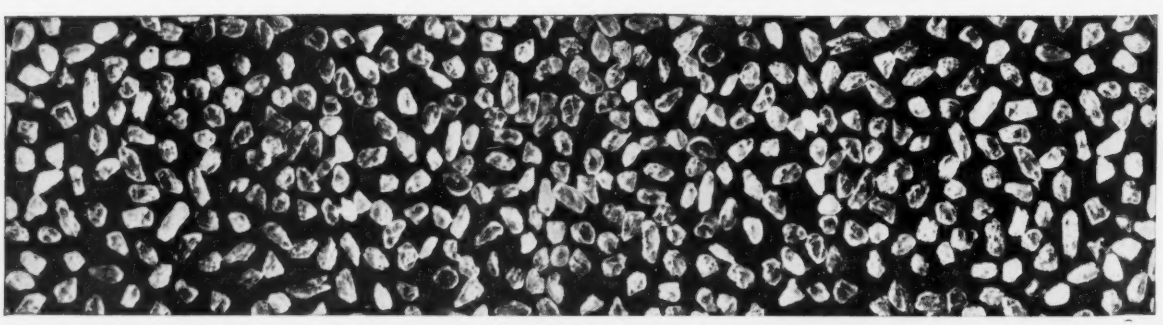
E. I. DU PONT DE NEMOURS & COMPANY, INC. S-J-P
Organic Chemicals Dept., Wilmington, Del.
Gentlemen: Please let me have samples and prices of du Pont Para-Dichlorobenzene by return mail.

Name_____

Address_____

My Business is_____

City_____ State_____



Tanglefoot Gets Vaporizer Patent

A patent covering the application of insecticides by use of a steam vaporizing and atomizing device, was issued to the Tanglefoot Company, Grand Rapids, Mich., well-known manufacturers of insecticides, as Patent No. 1,926,579 on Sept. 12. The patent, covering five claims, was issued to Burgess and Golley and assigned to Tanglefoot. It covers the Tanglefoot Difusor which was first introduced in the summer of 1932. The patent was filed on March 8 last. Advantages of great effectiveness, cleanliness, convenience, and economy are claimed in the patent. It is understood that several other firms manufacturing insecticide steam vaporizing machines have been notified that they are infringing the Tanglefoot patent. One company in Chicago has ceased the manufacture of these units.

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Ohio Exterminators Meet

The Ohio Exterminators' Association met at the Hollendon Hotel, Cleveland, on Sept. 26 and 27. In attendance at the meeting were representatives from Detroit, New York, and from all sections of Ohio. A code for the exterminating and fumigating industry was the chief topic of discussion at the meeting, hours of 48 per week and a minimum wage of 45c per hour representing the consensus of opinion. The meeting was presided over by Albert M. Akers of the Rose Exterminating Co., Cleveland, president of the Association. Other officers include Robert W. Lang of the Lang Exterminating Co., vice-president; L. A. McKenna of the A. C. Exterminating Co., secretary-treasurer. Thomas C. Raley of the Getz System, Inc., with Mr. McKenna handled the details of the meeting.

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Nathan K. Concannon, for several years with Guaranteed Sanitation, Inc., New York, which was formerly the Guarantee Exterminating Co., has been appointed executive secretary for the Society of Fumigators and Exterminators of New York. He is now located in temporary offices of the Society at 340 Eighth Ave., New York. Irving H. Josephson of the Josephson Disinfecting Co., New York, continues as general secretary of the Society. Mr. Concannon is a brother of C. C. Concannon, Chief of the Chemical Division of the Department of Commerce, Washington. He has recently returned to active duty after spending ten days in St. Vincent's Hospital, Staten Island, N. Y.

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A new British patent specifying derris, ground or in the form of an extract, as an ingredient of antifouling oil paints, has been obtained by Cooper, McDougall & Robertson, Ltd., Berkhamsted, Hertfordshire, England.

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William Riddiford, formerly head of Riddiford Brush Co., Chicago, died of heart trouble at his summer home near Elkhorn, Wis., September 23. He was seventy-five years old.

Van Nest Heads Sanitary Suppliers

The eleventh annual convention of the National Sanitary Supply Association was held September 18th to 20th at the Morrison Hotel, Chicago, with representatives of 118 concerns on hand. All the sessions were well attended and a number of valuable papers were read. Applications for membership were accepted from twenty-one concerns during the meeting. A code for the industry was adopted and will be presented for approval at Washington in the near future. An intensive effort to obtain new members will be made in order that the association may represent a larger percentage of the industry in dealing with the recovery administrators.

New officers and directors for 1933-34 were elected as follows: president, I. C. Van Nest, Van Nest Janitor Supply Co., Toledo; vice president, Thomas Opie, Opie Brush Co., Kansas City, Mo.; treasurer, S. J. Bockstanz, Bockstanz Bros. Co., Detroit; secretary, E. C. Kratsch, Janitation, Milwaukee. Directors are J. H. Zucker, State Chemical Mfg. Co., Cleveland; J. H. Menkhaus, Janitor Supply Co., Cincinnati; L. O. Hillyard, Midland Chemical Co., Dubuque, Iowa; associate directors, J. F. Palmer, Palmer Products Co., Waukesha, Wisconsin; E. G. Eckerman, Davies-Young Soap Co., Dayton, Ohio; J. M. McFarlane, J. B. Ford Co., Wyandotte, Michigan; H. A. Brinn, S. C. Lawlor Co., Chicago. Mr. Zucker, retiring president, will be chairman of the board of directors. The next convention will be held in May, 1934, at Cincinnati, at which time the question of having meetings semi-annually instead of annually will be considered.

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Para Prices Advanced

Prices for paradichlorbenzene were advanced two cents per pound on September 20 by one leading manufacturer and the advance was followed by other producers. Reports that an advance was pending has been current prior to that time. The new base price for crystals for deodorant products is 16c per pound f.o.b. plants as compared with a base price of 14c heretofore. The base price for agricultural para for peach borer is 13c on the new schedule. The new prices affect all business placed after September 20 and also for 1934. The old prices cover contracts only made prior to that date.

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A disinfectant of a new type known as "Dettol" has just been placed on the United Kingdom market by Reckitt & Sons, Ltd., laundry blue manufacturing concern, and is to be established by a widespread national advertising campaign. Dettol bottles carry the label: "Germicidal, non-poisonous, antiseptic, non-irritant."

—o—

H. L. Derby, Jr. has been appointed manager of the Chicago district of the American Cyanamid & Chemical Corporation with headquarters at 20 No. Wacker Drive, Chicago. The district embraces the territory west of the State of Ohio, extending to the Rocky Mountains.

DEO-BASE

Reg. U. S. Pat. Off.

Deodorized Base for Fly Sprays

DEO-BASE is a petroleum oil refined to complete freedom from kerosene odor. It is the best product available today for use in insecticide liquids applied by sprayers or vaporizing machines.

All insecticide sprays made with DEO-BASE have found ready acceptance by fastidious housewives, highest class hotels, bakeries, dairies, food markets . . . in fact, wherever the odor of ordinary sprays has been found objectionable.

DEO-BASE therefore offers you new sales opportunities and increased profits.

DEO-BASE is especially well adapted for use with *odorless* Pyrethrum Extract now obtainable from leading manufacturers.

DEO-BASE conforms in every detail with the specifications of the National Association of Insecticide & Disinfectant Manufacturers.

NOTE: Because Deo-Base is free from Kerosene odor, the use of perfume is entirely optional. However, if a definite perfume is desired only an exceedingly small quantity of perfuming material is required (1 to 2 ozs. per 100 gals.) to bring out the full and pure fragrance of the odor at a cost entirely negligible. (¼c to ½c per gallon for a $4.00 per pound odor.)

L. SONNEBORN SONS, Inc.

Refiners of White Oils and Petrolatums

New York Office
88 Lexington Avenue

Refineries {Petrolia, Pa. / Franklin, Pa.

Chicago Office
820 Tower Court

Clark Golfs by Motor

The most unique—not to mention the most novel—piece of golfing equipment is probably owned by "Jim" Clark of Ashland, Ohio, otherwise known as H. M. Clark, vice-president of Dr. Hess & Clark, Inc., of that city, well-known manufacturers of disinfectants, animal sprays, dips, etc. The golfing device shown herewith is none other than a motor conveyance used to shuttle a

foursome from shot to shot. It is operated by a gasoline motor and this particular model is named *The Toro*, which in the best Castillian means The Bull. It is reported that the motor which runs most of the time when Mr. Clark is making his shots, has a bad habit of dying with a loud puff-puff and a pop or two just as the nervous golfers are making their shots. Mr. Clark denies that he has anything to do with this, but authentic reports direct from Ashland indicate otherwise. In the foursome shown herewith are H. R. Gill, R. C. Garretson, "Jim" Clark at the throttle, and C. E. Denney, the latter occupying the rumble seat. It so happens that Mr. Denney is president of the Erie Railroad and this accounts for the bus line advertisement which the vehicle sports. In short, he is being kidded.

Mr. Clark who is recovering from an illness of several months which affected his legs, really uses the "bus" so that he can play golf. He is well-known in the insecticide and disinfectant industry. He is the son of J. L. Clark, president of Dr. Hess & Clark, Inc., who is a member of the code committee of the National Association of Insecticide and Disinfectant Manufacturers, and a pioneer in the disinfectant industry in this country.

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Kerolene which is a disinfectant for live stock, is the subject of an inquiry from the National Association of Purchasing Agents. One of its members desires to locate the manufacturer. Information should be forwarded to W. T. Hall, care of the National Association of Purchasing Agents, 11 Park Place, New York.

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Luxol Chemical Products, Los Angeles, is now in new quarters at 5323 Fifth Avenue.

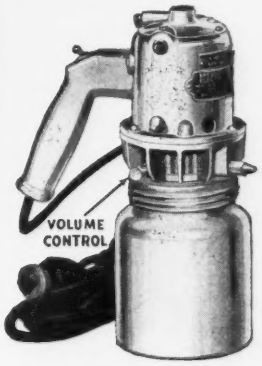
We Do Not Sell Insecticides — But

We Manufacture Electric Sprayers That Help Sell More of *Your* Product

Breuer TORNADO Electric Sprayers have been accepted by your insecticide customers for years as quality sprayers in every sense. There is no substitute for these years of acceptance.

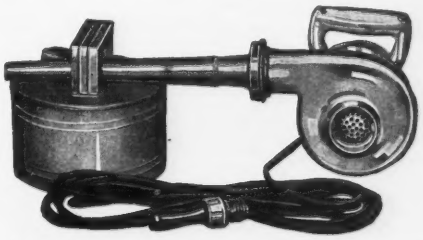
Users want the leader in the field, the proper unit for the job to be done, quality construction throughout, the many new and exclusive features that only TORNADO Sprayers provide.

There are three models—a type for every purpose—and the finest of these is the Model 53 (see below) with adjustable volume control, a beautiful custom-built job to please your customers. Get the facts today on these units.



Model 53 new Compressor Type unit with new adjustable volume control. Will break insecticide into *finest* mist and gas formation mechanically obtainable. Floats throughout spraying area for many minutes—a truly de luxe model! 1/8 H.P. G.E. Universal Motor. 1 quart metal container. 20′ of rubber covered cable.

Model 50 Fan Type unit. A fine insecticide atomizer. Sprays distance of 8′ to 10′. 1/8 H.P. G.E. Universal Motor, 1 pint glass jar. 20′ of rubber covered cable.

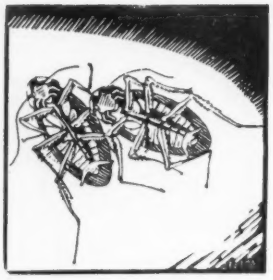


Model 6 Fan Type unit. Will break insecticide into a very fine mist. Sprays 18′ to 20′. 1/3 H.P. G.E. Universal Motor, Norma Ball Bearings, 1 gallon metal container. This model is for larger institutions, warehouses, industrials, etc., and is also highly recommended for mothproofing solutions. Write today for complete description and circulars.

BREUER ELECTRIC MFG. CO.

862 Blackhawk Street **Chicago, Ill.**

We do not sell insecticides. Our business is manufacturing sprayers.



The Effective Insecticide

Quick — Positive — Safe

The average user of insecticides demands two things —quick action and certain death. Insect annoyance must be stopped promptly and permanently.

LETHANE 384

acts with surprising speed and with absolute certainty. It will pay you to use Lethane 384 as the active component of your insecticide.

Röhm & Haas Co., Inc.

222 West Washington Square

Philadelphia Pennsylvania

DISINFECTANTS *INSECTICIDES*

CLEANING COMPOUNDS:—

to make your customers job easier. We manufacture many types for every purpose. Soaps, polishes, sprays, etc., all products of merit, make friends with their pleasing results. Ask us for samples, further information and a copy of our new booklet describing these trade builders.

THE CHEMICAL SUPPLY COMPANY
2450 CANAL ROAD
CLEVELAND, OHIO

NRA MEMBER U.S. WE DO OUR PART

SANITARY *SPECIALTIES*

Serving Exclusively the *Wholesale Trade Since 1898*

Fight Derris Resin Tariff Ruling

The resinous extractive of derris root, removed by means of a solvent for use in the manufacture of insecticides, will no longer be admitted without tariff duty if the Treasury Department prevails in an appeal which it has taken to the United States Court of Customs and Patent Appeals from an adverse ruling of the district customs court for Ohio. The Treasury contends that the use of a solvent places it in the category of manufactured articles and removes it from the duty-free "natural resin" group. Imposition of a duty equal to 25 per cent of its value is sought. The customs court considered specifically the matter of imports by William Cooper & Nephews, Chicago, insecticide manufacturers, after hearing testimony that the resin is extracted from root in the East Indies by means of a solvent.

——o——

Answer in "Lix" Insecticide Case

Denying insecticide has any of the descriptive properties possessed by products of Vick Chemical Company, Central City Chemical Company has filed an answer to Vicks' petition to the United States Court of Customs and Patent Appeals which seeks an order denying registration of "Lix" as a trade-mark for Central Company's insect repellent.

The charge is made that the Central Company is attempting to trade on the established name of Vicks and reap the benefits of good will valued by the appellant at $35,000,000. To support the claim that the names are sufficiently alike to cause confusion in the trade, it was brought out at hearings in the patent office that orders have been received at the Vick offices for shipments of "Lix."

With reference to the similarity of products, the petition sets forth the following: "Off-hand, an insecticide is fairly closely related to some of the uses of our leader, Vicks VapoRub. We have thousands of letters from users of VapoRub telling of its effective use in burns, bites, stings, keeping off black flies in the North Woods, mosquitoes, and its antiseptic and relieving qualities following the bite of a bee."

——o——

Japanese Pyrethrum Crop Smaller

Japanese production of pyrethrum flowers this year will not exceed 6,000 long tons, according to reports from the United States vice-consul at Kobe. The mainland crop now harvested totaled only about 3,000 tons, twenty per cent under earlier estimates, but exceeding the 1932 mainland crop by 250 tons. Harvesting of the Hokkaido crop started in September and it was estimated that yield of 3,000 tons would be secured only if normal weather conditions were maintained until late in that month. Production at best in Hokkaido will be 690 tons short of earlier estimates and 150 tons less than the 1932 total. Growing conditions in Hokkaido were adverse during the planting season, but have been more favorable in recent months.

BEER

. . . has opened up a new field for you . . . and for us.

In short, beer coils have to be cleaned at regular intervals. Most States have a law to that effect. Good cleaning compounds are in demand. So are good pumps.

Within the past few weeks we've seen this market grow . . . by leaps. Fortunately for us, the pump end of it is right down our alley. Today we have a complete line of coil cleaning apparatus . . . all except the chemical.

That's where you come in. Those manufacturers of coil cleaning compounds who are "going over" have tied their program up with a Hudson Coil Pump. From any standpoint, the two go hand in hand.

Write us today for particulars. "Thar's profit in them thar coils."

●

H. D. HUDSON MFG. CO.

589 E. Illinois Street Chicago

Reduce Sales Resistance to an ABSOLUTE MINIMUM
CONTROL the More Resistant Types of Insects with

FUMOL

The SUPERIOR INSECTICIDE for Use in Vaporizing Machines

A synthetic chemical product . . . Uniform in strength and killing efficiency . . . Contains no Pyrethrum or Rotenone . . . Possesses the maximum penetrating qualities of a fumigant . . . Expels deeply embedded infestations and kills the insects with greater rapidity . . . Rapid in action and thorough in effect . . . Superiority is conclusively demonstrated by actual spray tests . . . Exceeds any known insecticide in activity and killing power . . . Odor — Neutral . . . . Color — Water White . . . Will not stain fabrics or contaminate foodstuffs . . . Harmless to man and animals when used as directed . . . Destroys existing infestations — prevents migration and renewed colonization . . . Insures positive control . . . Affords economical household and industrial sanitation.

FUMOL CORPORATION
10 East 40th Street **New York**

TRADE B MARK

CRESYLIC ACIDS

CRESOLS

TAR ACID OILS

COAL-TAR SOLVENTS

TRADE B MARK

Barrett Standard

CHEMICALS

The Barrett Company maintains a staff of competent technical experts who offer their cooperation in the development of chemicals particularly suited to individual needs. They will welcome the opportunity to discuss your production problem with you. 'Phone, wire or write.

The *Barrett* Company
40 Rector Street, New York, N. Y.

The Code Committee "Reports"

After three months of intensive efforts to draw up and revise a code for the insecticide and disinfectant industries, Dr. Robert C. White, chairman of the code committee of the National Association of Insecticide and Disinfectant Manufacturers, has submitted his latest "report" on the code. It follows:

My head it aches
My back is weak
I cannot sleep
I cannot eat
I've lost my wife
I've lost my home
Mislaid my health
My business gone
My shoes are thin
My pants they shine
My pocket's thin
Down to a dime
I never even see a show
I have no time for Radio
I pay the railroads dividend
And ride in buses without end
To Washington I go and come
And find it isn't any fun
And when I argue by the day
I end by cussing N. R. A.
And fellows say,—Don't start to laugh.
I've hardly time to take a bath
My workers all get paid, not me
I'm working for Recovery
I answer letters by the score
To people that get awful sore
Of Codes they all know more than me
They should have been the Committee
You should have seen the things they wrote
They make me out an awful goat
All I can do is 'tote the load
And hope to God we get our Code.

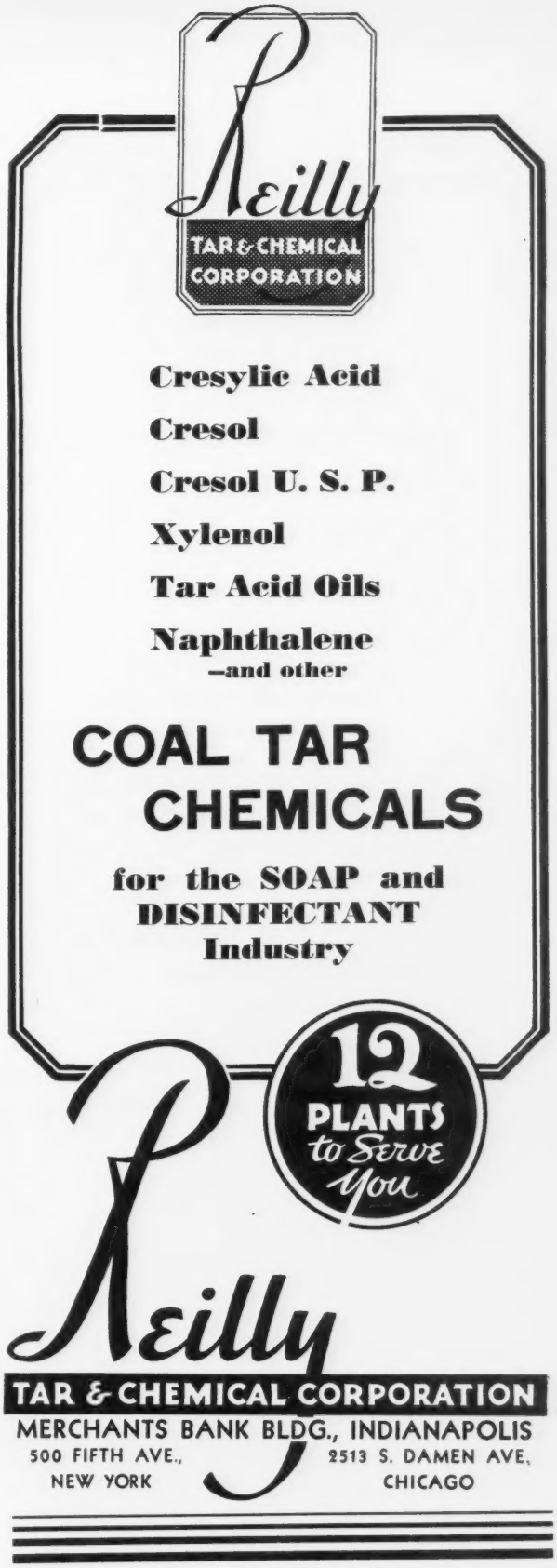
——o——

Welcome, Salesmen!

When salesmen call on Fuld Brothers, Baltimore, manufacturers of sanitary products for the jobbing trade, they are handed a multigraphed message signed by Melvin Fuld, if it is necessary for them to wait. They are welcomed, assured that Fuld Brothers are always glad to see a man with a good product and a good idea and are informed that the information desk will assist them in determining just how their products will fit the Fuld business. On the back of the letter is a complete description of the company's business, together with information about materials purchased. In a post script one request is made—"Please be light on the sales talk and heavy on the facts."

——o——

Auerbach Chemical Co., formerly at 147 Perry St., San Francisco, is now established at 7 Front St.



SOAP BASE

1. Made from highest grade specially treated materials.
2. High soap content.
3. Readily soluble.
4. Reaction neutral.
5. Maximum lather.
6. Supplied in natural, opal, wine and other desired colors—scented or unscented.

DISINFECTANTS

SOLUBLE AND EMULSION TYPES
CO-EFFICIENTS 2 TO 60

NRA MEMBER U.S. WE DO OUR PART

FERGUSSON LABORATORIES
(Div. of Alex. C. Fergusson Co.)
EST. 1855
24 OREGON AVENUE PHILADELPHIA, PA.

Our products are guaranteed as to test and quality.

Does Your Product Comply with Specifications?

Can It Be Improved?

Label Claims? **Composition?**

"NEW DEAL" competition will place these questions in the center of the stage.

NRA MEMBER U.S. WE DO OUR PART

For Example:—The Disinfectant Code under the NRA, is expected to require a Phenol Coefficient statement on labels.

For over twenty-five years it has been our task to furnish answers to these questions with respect to products in the drug, cosmetic and disinfectant industries. Why not confer with us?

PEASE LABORATORIES, INC.
Chemists, Bacteriologists and Sanitarians
39 WEST 38TH STREET NEW YORK, N. Y.

Change Chemical Specialty Code

The trade practice codes of National Association of Chemical Specialty Manufacturers will be filed as supplementary codes to the code of the soap and glycerine industries if a plan of the board of governors of the specialty association works out satisfactorily, according to an announcement by Dr. Foster D. Snell, secretary. Instead of filing a separate basic code in Washington, as originally planned, the chemical specialty group will offer its practice codes of which the codes for polishes and wax products are examples, as supplements to the soap and glycerine code. At the hearing of the soap code in Washington on October 5, Dr. Snell offered an amendment that the name of the soap code be changed to "Code of the Soap, Glycerine and Allied Industries" so as to include related chemical specialties. Other proposed amendments to the soap code as offered for this purpose include that wherever soap, soap products and glycerine are mentioned that the words "and allied products" be added. It is the plan of the Chemical Specialty Manufacturers in voluntarily offering to withdraw their basic code and join with the soap group, to continue their own association as the administrative agency for the supplementary trade practice codes of the groups which they serve.

——o——

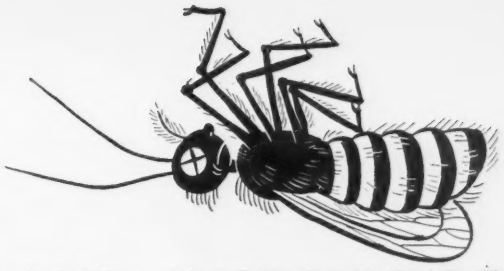
"Chemical Economics" by Haynes

An intensely interesting story of the backgrounds of chemical manufacture and the development of the great chemical industries of today, is told by Williams Haynes in his new book, *Chemical Economics.* Modern chemical production, marketing and distribution, cartels, consolidations and mergers, outstanding personalities and the parts they played—a discussion of these makes up the body of the book. The author has spent twenty years studying his subject at close range. Consequently, he knows whereof he writes. Looking ahead to an industrial world dominated by chemicals in place of machinery, he concludes: "Progress under a chemical regime will be even swifter and greater than it has been during the era of machinery."

The title, *Chemical Economics,* sounds a trifle heavy and might bring to mind statistics and tables. It might scare off prospective readers. However, the work contains little or nothing that is dry or dull. The style is crisp; the story is deeply interesting and easy to read. The book fills a place which has been conspicuously vacant in the chemical industry. The author is the logical person to have written it. Published by D. Van Nostrand Co., New York. 310 pages. Three dollars.

——o——

L. Zutty, general manager of Fumol Corp., 10 East 40th Street, New York, makers of insecticide concentrates for use in vaporizing machines, reports that "Fumol" is being well received by dealers and distributors. The new preparation is said by the manufacturer to be very effective on the more resistant types of insect fauna. The same synthetic chemical base used in the



YOUR INSECTICIDES *kill* AT FULL STRENGTH

Presto Model 102—Electric Spray Gun

WITH *Presto* ELECTRIC SPRAY GUNS

Presto Model 88-94 Shoulder Strap Electric Spray Gun Outfit.

Your sales will suffer if killing power is lost in the *application* of your insecticides and disinfectants.

There is NO danger of lost efficiency with Presto *Electric* Spray Guns. In fact, the extremely powerful finely vaporized spray gives extra force to penetrate difficult cracks and corners, and hard-to-reach places.

Made in styles and sizes for every purpose. The widespread acceptance of Presto Guns is good evidence of their ability.

For big jobs—the should strap type—Model 88-94 is the answer. Large capacity, yet untiring to use. 12-inch extension nozzle.

For general purpose—the Presto Model 102. All electric. Light, yet sturdy in construction. Pistol grip. Send the coupon for the facts and sales plan today.

METAL SPECIALTIES MFG. CO.,
3200 Carroll Ave., Chicago, Ill.

Send me full details on Presto Insecticide Guns, and Sales Plan.

Name .....

Address .....

City ..... State .....

IN A MOTOR CAR it's BRAKES

in a CLEANSER it's INHIBITING

WHAT would an automobile be without brakes? A crash is certain unless motion or action is controlled. Most cleaners are like that.

Metso Sodium Metasilicate is brimful of active cleaning power, all of it ready for work. But sodium metasilicate also has inhibiting property. In other words, Metso *restrains* or checks corrosive tendencies. One of its ingredients serves as a brake.

For use alone, or in combination with other materials, Metso is a different efficient cleaner.

METSO

SODIUM METASILICATE

(U. S. PAT. 1898707)

PHILADELPHIA QUARTZ CO.

General Offices and Laboratory

125 S. THIRD STREET, PHILADELPHIA

Chicago Sales Office: 205 W. Wacker Drive

WORKS:

Anderson, Ind., Chester, Pa., Baltimore, Md., Gardenville, N. Y., Kansas City, Kans., Utica, Ill. Rahway, N. J., St. Louis, Mo.

Sold in Canada by NATIONAL SILICATES LTD., Brantford, Ontario

INFLATION

is easily explainable. So are unduly low

PYRETHRUM PRICES

IF only half as much gold is contained in an inflated dollar, naturally it will be correspondingly undervalued in terms of commodities. Similarly, if low grade or adulterated Pyrethrum is offered, possessing a much lower toxic strength than first quality products, it can be sold at substantially lower prices than the best grades must bring.

The growing reputation of W. Benkert & Co. will continue to be based on our ability to supply a high-kill Pyrethrum. We offer:

BENKERT'S PYRETHRUM

Ground Powder

Concentrate No. 15

Derris Red Squills

NRA MEMBER U.S. WE DO OUR PART

W. BENKERT & COMPANY, INC.

100 Gold Street New York City

Chicago
Mr. Even M. Tysdal,
325 West Huron St.,
Chicago, Illinois

St. Louis
Joseph Fahey Brok. Co.,
Cotton Belt Bldg.,
St. Louis, Mo.

Baltimore
Mr. Russell Stoddard,
17 South Charles St.,
Baltimore, Md.

Detroit
Mr. R. M. Stevenson,
2457 Woodward Avenue,
Detroit, Michigan

company's household insecticide is now being utilizezd in the manufacture of agricultural insecticides, powdered products and rodent exterminators. "Fumol" is offered in bulk to the trade and in gallon, quart and pint containers for the consumer.

—o—

Orkin Exterminating Co., Birmingham, Ala., has redesigned the container for its liquid insecticide, *San-Tation*, simplifying the design and brightening up the can. Container by Continental Can Co.

—o—

R. B. Stoddard, who represents several raw material houses in Maryland, Eastern Pennsylvania and adjacent territory, has opened an office at 17 S. Charles St., Baltimore. Mr. Stoddard is sales agent for W. Benkert & Co., S. Schwabacher & Co., National Collapsible Tube Co., Budd Aromatic Chemical Co., and Harrison Refining Co.

—o—

The Modern Shampoo

(*From Page* 21)

are on the market. Where beauty shops use a powdered shampoo base, they usually make it up into a stock liquid or jelly. This is generally the case where a straight powdered castile soap is used. Most powdered shampoos are mixtures of the soda soaps of coconut and olive oils in varying proportions. In a few cases a straight powdered coconut oil soap is the base. In others, olive oil soap is used alone. A fifty-fifty mixture however, is indicated as a generally good all-around product. Tallow, palm oil, and other fats give soaps which are not quickly or sufficiently soluble and which may jell on the hair and are difficult to rinse out. In a powdered shampoo, powdered henna and other non-saponaceous ingredients are sometimes incorporated. Sodium perborate and other bleaching agents are also used where desired for special products.

While powdered shampoos are economical for the user as a rule, they are subject to the disadvantages that frequently too great a quantity is used and that the

NRA MEMBER U.S. WE DO OUR PART
KOPPERS
TAR ACIDS
CRESOL U.S.P
CRESYLIC ACID
98% & 100% • STRAW COLOR
TAR ACID OILS
PHENOLS
NEUTRAL
HYDROCARBON OIL
KOPPERS PRODUCTS COMPANY
1249 KOPPERS BUILDING
PITTSBURGH, PA.

"SERRID" PRODUCTS *of* DERRIS ROOT

A complete range of Derris products uniform as to qualities, standardized as to Rotenone content, and sold on this basis. Available in large quantities to manufacturers of insecticides.

For Fly Sprays
"SERRID" DOUBLE X

A combination Rotenone pyrethrum oil concentrate that will stay in solution,—a decided improvement in the field. Sold on a kill basis as high as 85%. With this base manufacturers may improve their product and lower their costs.

For Agricultural Sprays
"SERRID" SUPERSPRAY

A finished concentrated liquid plant spray sold in bulk for repackaging. Highly effective against mealy bug and red spider. Tested and proven by prominent entomologists.

DERRIS, Inc.
79 WALL STREET, NEW YORK

MEMBER NATIONAL ASSN. INSECTICIDE AND DISINFECTANT MFRS. INC. 1914 INC.

Powdered Root, standardized, is most effective in household powders. For protection of vegetable and fruit crops, powdered Derris Root is not only efficacious but leaves no poisonous residue.

Amazingly New—

LIQUID SOAP SUPER-CONCENTRATE

a base that is actually liquid!

SOAP VALUE: Highest possible soap content.
DISPERSION: Dilutes immediately in hot or cold water.
SOLUTION: Crystal clear.
SEDIMENT: Very slight.
ALKALINITY: Neutral.
LATHER: Profuse.

This product will save you money, time and labor.
Send for further information, samples and price.

NEW YORK SOAP CORPORATION

294 PEARL STREET — NEW YORK CITY

Liquid Soap 10% to 60%
Liquid Soap Base
Liquid Floor Cleanser

Other Quality Products
Shampoo Base
Liquid Shampoo

Coal Tar Disinfectant
Pine Disinfectant
Soft Potash Soaps

soap must be put into solution directly on the hair. Where hard water only is available, this is a drawback. Soda soaps as a class are more difficult to rinse out of the hair under any conditions than potash soaps.

The number of bar or cake soap shampoos on the market today is not very large. The small one-time shampoo wafer finds some favor, but the regular bar of soap offered primarily for shampoo purposes has been almost completely supplanted by other forms of soap. Solid shampoo soaps are generally a cold-made coconut oil soda soap to which a small percentage of potash soap is added to increase solubility. Straight castile bars are still used for shampoo purposes by some beauty shops, but other forms of castile soaps have replaced the bar to a great extent.

Although the majority of shampoos are ordinary soaps, some non-saponaceous shampoos have been attracting attention of late. Of these, the sulfonated oil products are perhaps the most notable. These are mostly sulfonated castor oil or so-called soluble oil. They are miscible with water in all proportions. For general cleansing of the scalp, they are stated to be far superior to soap solutions, especially for the removal of oil or grease in the case where an oil treatment precedes. They have the advantage of not removing too much of the natural oil of the scalp and of being completely free from alkali. The disadvantage is that they do not lather, which, of course, makes no difference in cleansing value, but is merely a psychological factor which may interfere with sales. In some cases, they are sold mixed with a proportion of soap. Foaming agents may also be used, such as soap bark extract. In the finished product, these newer shampoos generally contain about 50 per cent of sulfonated oil, the balance being water. The opinion has been expressed that this is the general class of shampoos which is going to make the greatest progress over the next few years. Something has also been heard of late of the triethanolamine soaps for shampoo purposes, notably with castor oil in the form of triethanolamine ricinoleate. However, from the commercial angle, these latter products are still in the development stage.

The remaining classes of shampoos include the "dry" shampoos, which are sometimes mixtures of alcohol with water and perfume and a small percentage of potassium carbonate, or other similar combination. There are also the straight so-called oil shampoos which may be almost anything in the form of a mineral oil or other oil or mixture. These latter must, of course, be removed after use by a regular soap or sulfonated oil shampoo. Some attention is now being given to the combined shampoo and hair tonic by certain manufacturers.

This about covers the general line of shampoos on the market today. The next few years will very probably see further strides ahead in the development of new types of shampoos. New things in the shampoo field are in the wind. Before long, they will probably be commercial certainties.

REFINED
NAPHTHALENE
PRIME WHITE

For deodorizing and moth prevention products

CHIPPED
CRUSHED
POWDER
CRYSTALS
(*sifted*)
FLAKES

Factories at
KEARNY·N.J.–CINCINNATI·O.

Send inquiries to
THE WHITE TAR COMPANY
BELLEVILLE PIKE - KEARNY·N.J.

KOPPERS

FLOOR WAX

LIQUID PASTE POWDER

New Improved Self-Polishing Liquid Wax

UNDER YOUR OWN LABEL

We print the label

Send for Samples and Quotations

WINDSOR WAX COMPANY

50 Church Street *REctor 2—0661* Factory: 611-617 Newark St., Hoboken, N. J. **New York, N. Y.**

"FILMA-SEAL"

(the double seal of cap and film)

Prevents evaporation and leakage of
Chloroform and other volatile products

STOPS Tampering and is a guard against Counterfeiting.

Furnished with our C. T. Screw Caps or inserted in our plastic caps.

Quickly Applied No added labor cost.

FERDINAND GUTMANN & CO.
Established 1890
BROOKLYN NEW YORK

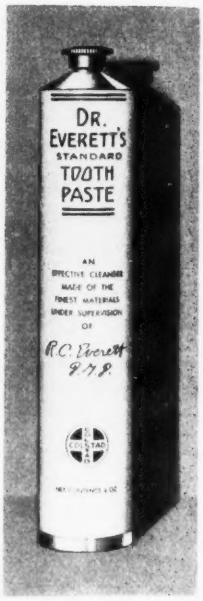
U. S. Patents Trade Marks Reg. Pats. Pending

COLLAPSIBLE TUBES

OFFER YOU

1. New Consumer Interest
2. New Sales Opportunities
3. New Display Features

For Your Cream & Paste Products



Let us show you how effectively this can be done by

NATIONAL COLLAPSIBLE TUBE CO.
PROVIDENCE RHODE ISLAND

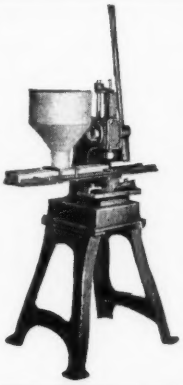
New York Office—341 Madison Ave., Telephone Murray Hill 2-1626

for low cost *in* para block *manufacture*

These two practical machines are all you need to produce high quality para blocks or cakes. The small machine on the left will thoroughly mix all ingredients. The large machine on the right will compress the mixture into any shape dies can give.

In addition, the mixer can be used on other dry products such as roach powder, cleansers, bath salts, etc. It will also give a smooth, soft and velvety texture to creams.

The hand lever press has more power than cheap foot presses. Inexperienced operators can rapidly turn out fine looking blocks. Send us some of your material and let us show you some specimen cakes. The press will save from 5% to 10% over the hot process.



HUBER MACHINE CO. **259 46th St., Brooklyn, N. Y.**

Makers of Good Soap Machinery for Forty Years

CLASSIFIED ADVERTISING

Classified Advertising—All classified advertisements will be charged for at the rate of ten cents per word, $2.00 minimum, except those of individuals seeking employment where the rate is five cents per word, $1.00 minimum. Address all replies to Classified Advertisements with Box Number, care of *Soap*, 136 Liberty St., New York.

Note: All advertisements must be in publisher's hands by the first of the month for that month's issue.

Positions Wanted

Chemist and Soapmaker: Young man experienced soap, fatty oils and detergent industries, desires new connection. Has had charge of production and laboratory. Address Box 268, care *Soap*.

Exterminator, Service Manager,—ten years' experience; substantial sales connections; Board of Health permit; would consider outside N. Y. City territory. Address Box 270, care *Soap*.

Soapmaker: Experienced in manufacture of laundry soaps. Has formula for production of good bar soap costing 2 cents per pound. Address Box 271, care *Soap*.

Chemical Engineer, Soapmaker and Superintendent: Practical experience in boiled and semi-boiled laundry, toilet, textile and shaving soaps. Address Box 272, care *Soap*.

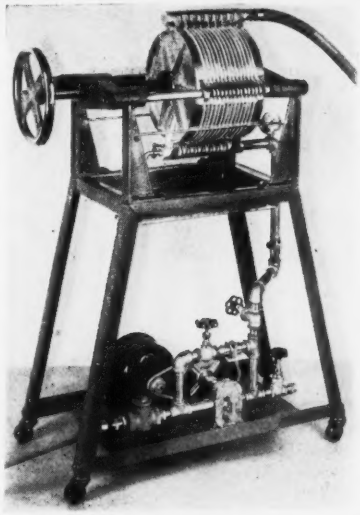
Chemist and Soapmaker: Experienced in manufacturing and analyzing all kinds of soaps; researching, and running factory, seeks position. New York preferred. Address Box 273, care *Soap*.

Soap Maker and Chemist: Can make all kinds of soaps. Has long experience in soap business and good record. Desires new connection. Address Box 274, care *Soap*.

Soapmaker and Chemist: With long years' experience and excellent past record as expert in the manufacture of all kinds of soap, desires new connection with progressive concern. Address Box 275, care *Soap*.

Soapmaker and Perfumer: On laundry and toilet, soda or potash soaps, all processes; also toilet preparations; Middle West preferred. Address Box 257, care *Soap*.

Chemist—Young lady with three years' experience with well-known manufacturer of liquid soaps, tooth paste, etc., desires new connection. Address Box 245, care *Soap*.



ERTEL MODEL "EW" FILTER WITH HAND WHEEL

Simplicity, Price, Economy, Workmanship and Speed, plus Brilliancy to your liquid, make Ertel filters and filter sheets the most desirable.

Manufacturers of portable mixers, glass-lined tanks, stainless steel tanks, portable bottle fillers, pumps, etc.

ERTEL ENGINEERING CORPORATION

108 EAST SIXTEENTH STREET
NEW YORK • • N. Y.

SOAP MACHINERY

Every item shipped from our shops at Newark, N. J., is thoroughly overhauled and rebuilt before shipment.

SPECIALS

1—Soap Chip Dryer, 1200 lb.
2—Dopp 650 gal. Steam Jacketed Kettles.
1—Dopp 1200 lb. Steam Jacketed Crutcher.
1—Hershey 1000 lb. Horizontal Jacketed Crutcher.
1—1000 lb. All Steel Soap Powder Mixer.
2—Holmes & Blanchard 24" and 36" 4 cage Disintegrators, for grinding soap powder—no screens, no plugging.

25—Soap Frames, 60"x45½"x14", with trucks.
6—Plodders, Houchin, Rutschman, 4", 4½" double screw, 6", 8", 10".
14—Filter Presses, 42"x42" to 12"x12".
8—Granite Mills, 3 and 4 roll, 12", 18" and 24".
15—Horizontal Mixers, Jacketed and Plain, 15 gal. to 1000 gal.

MISCELLANEOUS—Kettles, Mixers, Pony Mixers, Powder Fillers, Tube Fillers, Labelers, Soap Presses, Soap Wrappers, Tanks, Boilers, Pumps, etc.

Send for Latest Bulletin.

CONSOLIDATED
PRODUCTS COMPANY, INC.

15-21 Park Row, N. Y. C. BArclay 7—0600

We buy your idle Machinery—Single items or entire plants.

COLORS

★ ★ ★

SOAP GREEN
No. 4044

SOAP RED
No. 4046

•

All shades of soap colors.

•

Ask for samples.

INTERSTATE COLOR CO., INC.
9 Beekman Street
NEW YORK CITY

KILL

MINIMUM
65%

COLOR

EQUAL
1 LB. FLOWERS
PER GALLON

FORMULA
19 VOLUMES KEROSENE
1 VOLUME

AN-FO BRAND

No. 20

CONCENTRATED
PYRETHRUM EXTRACT
ISOLATION PROCESS

SAMPLE FREE TO PROSPECTIVE BUYERS

AN-FO MFG. CO., OAKLAND, CALIF.

STEEL DRUMS

That are built to last!

30-55-110 gal. sizes

The BEST
Containers for
LIQUID SOAPS
DISINFECTANTS
CLEANSERS
ESSENTIAL OILS
VEGETABLE OILS
CHEMICALS
GLYCERIN
ETC.

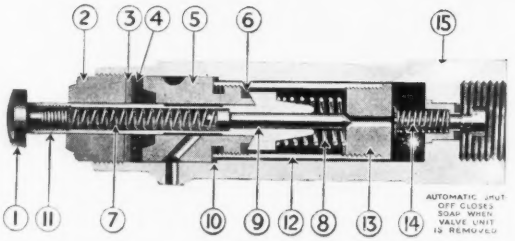
Black, Galvanized, Tinned

Sturdy and long lasting, the Trageser heavy duty steel drum will be carrying your materials to market long after cheap containers have found the junk pile. Order a sample drum.

JOHN TRAGESER STEAM COPPER WORKS
GRAND STREET **MASPETH, L. I., N. Y.**

Special tanks, tubs, pails, etc.

PALMER SOAP VALVES



All parts of Palmer Valve Units are replaceable—for repairs or cleaning—all screwed together—no special tools needed. Palmer valves give long service—withstand highest pressures—conserve soap—prevent wasteful continuous flow of soap when valves are being operated. Equipped with automatic shut-off (optional) which permits valve removal for cleaning or repairs, yet automatically prevents flow of soap at unit without interfering with other valves on system. Study construction above.

1. Push Button
2. Front Bushing
3. Gasket Washer
4. Plunger Gasket
5. Spacer Bushing
6. Valve Gasket
7. Needle Valve Spring
8. Plunger Spring
9. Needle Valve
10. Shoulder Washer
11. Plunger
12. Unit Shell
13. Rear Bushing
14. Automatic Shut-off
15. Valve body, into which the valve unit is screwed.

Palmer PRODUCTS INC
WAUKESHA, WIS
Adjacent to Milwaukee

We manufacture a complete line of janitor and sanitary supplies, including soap dispensing equipment of all kinds. Write for complete literature.

Chemist and Plant Operator: Sixteen years analytical, research and production experience, including six years glycerine production in large soap plant. Fully acquainted G.P.A. radiator glycerine and production C.P. glycerine by single distillation crude glycerine. Available immediately. Address Box 250, care *Soap*.

Superintendent and Experienced Soap Maker desires position. Can make all kinds of soaps and analyze all materials. Address Box 254, care *Soap*.

Positions Open

Wanted: Soap maker by small plant in Northern Ohio producing laundry bar soap and chips only. Rendering in connection. Full charge of plant. Must be able to handle men and know costs. State experience, age, references and salary expected. Applications treated in confidence. Address Box 265, care *Soap*.

Superintendent: Wanted to take charge of small middle western plant. Must be experienced soap maker and qualified to analyze all materials and finished products. Give details as to training, experience, personal qualifications and salary expected. Address Box 267, care *Soap*.

Wanted: Soap maker with experience on potash and oil soaps with well-known company located in Chicago. Preferably a man living in Chicago now. Address Box 262, care *Soap*.

Miscellaneous

Wanted: To purchase a small going disinfectant and insecticide business and equipment, located in Metropolitan New York area. Address Box 269, care *Soap*.

Wanted: Going organization or moderate capital to manufacture and merchandise superior line of toilet articles, germ killing soap, etc. Opportunity to secure line of merchandise with unusual selling features. Address Box 266, care *Soap*.

For Sale: 4 Battery Paint Mills, with detachable clutches (Waterville Mfg. Co.); Day Dough Mixer; 100 Wooden Soap Racks, 17 x 36; Soap Cutting Table (Houchin) with cutting frames; 6 removable steel soap frames, 1,200 lbs.; Hand Slabber (steel); Foot Press with assorted dies for soap pressing, in excellent condition. Reasonable. Address Box 260, care *Soap*.

Patents and Trade Marks: Patent and profit by your inventions. Register your trade marks and protect your most valuable assets. Expert personal service. Address Lester L. Sargent, Registered Patent Attorney, 1115 K Street, N. W., Washington, D. C.

ZIP-ON

LIQUID FLOOR WAX

No Rubbing *No Polishing*

Here's a tip—

Jobbers who originally considered ZIP-ON "just another item" now tell us ZIP-ON is one of the fastest selling numbers in their line,—and one of the most profitable.

ASK US WHY
SAMPLE ON REQUEST

Shawmut Specialty Co.
89 Bickford St. **Boston, Mass.**

PYRETHRUM

• POWDERED

Years of experience and long established selective buying contacts insure the high quality of McCormick's Pyrethrum.

A close examination of McCormick's Powdered Pyrethrum will clearly show uniformly fine particles due to the air flotation process.

• GRANULATED

Analytical and biological tests guarantee the high toxic quality of McCormick's Pyrethrum.

So that the toxic content may be efficiently extracted, all the achenes are broken up in McCormick's granulated Pyrethrum. This allows maximum extraction.

• CONCENTRATED OIL EXTRACTS

Expert supervision of rigidly controlled methods insures known killing power in McCormick's Pyrethrum.

The base for McCormick's Oil Extract is a Petroleum Oil that has been refined to complete freedom from any kerosene odor.

Standardized Liquid and Dust Pyrethrum Insecticides

McCORMICK & CO., Inc.
• BALTIMORE, MARYLAND •

TROJAN

TRIPLE-ACTION

METAL POLISH

Always Means Repeat Orders

Trojan Metal Polish brings you satisfied customers on its sheer merit. Trojan Metal Polish—made by specialists who know their business—is a triple-action polish. It dissolves tarnish, cleans and polishes in one operation without rubbing. Its action is immediate. We are equipped to furnish this polish in many color creations and in all different grades.

Write today for generous sample and prices you can afford.

TROJAN PRODUCTS & MANUFACTURING CO.
3101-7 S. Wabash Avenue
Chicago, Ill.

VIBROX

CUTS YOUR PACKING COSTS

VIBROX PACKERS produce startling packing economies by—

packing materials faster and better—saving 1/3 or more in labor costs—the packing of more material in the same size container or allowing the use of a smaller container.

Simple and inexpensive to operate, VIBROX packs the material as it falls from the automatic scale or spout. No manual jiggling or shaking necessary. All the operator does is to place the empty barrels on the platform and remove the filled ones. Furnished complete with motor and "V" Belt Drive, ready for installation. Write for circular V-21, which illustrates and describes various sizes, models and method of operation.

B. F. GUMP CO.

Established 1872
Mixing, Sifting and Packaging Equipment
424-430 S. CLINTON STREET, CHICAGO

found money

If *you* are not using Vioflor you are throwing away 40% to 70% of your cost for perfuming insecticides, naphthas, polishes, inks, para-blocks, etc . . . .

Without changing the odor effect now in your product!

It takes but a few minutes to demonstrate this.

Allow us to submit samples and further details.

Manufactured by **CREPIN & DOUMIN, Ltd., London, England**

Sold in the United States and Canada by

JOHN POWELL & CO., Inc.
114 East 32nd Street :: :: New York, N. Y.

Oil Imports Up 25 Per Cent

(*From Page* 47)

million pounds in April. Increases have been noted in each month since April, with 182 million pounds being imported in July and 184 million pounds in August. The first imports of soybean oil came in during August, when 1,150,000 pounds were imported. Likewise, of the 2,414,000 pounds of linseed oil imported this year, 2,153,000 pounds were entered in August.

Total exports of all oils and fats have been about the same during the first 8 months of 1932 and 1933. 523 million pounds being exported in 1932 and 526 million pounds in 1933. Contrary to expectations, no decrease has taken place in the exports of lard, these having increased from 362 million pounds in the first 8 months of 1932 to 378 million pounds in the same period of 1933.

—o—

Glycerin imports into Cuba must be officially analyzed and samples submitted to the Cuban Government's laboratory for determining proper tariff classification, according to a U. S. Department of Commerce report from Havana.

—o—

W. R. Hill Chemical Co., Ltd., has established a plant at Aurora, Ont., Canada, for the manufacture of insecticides, germicides, insect ointments, etc.

REBUILT EQUIPMENT

Soap Machinery Specials

1—Proctor Soap Chip Dryer, complete.
3—6, 8 and 10 in. H. A. Plodders.
2—Tube Fillers, motor driven.
2—Tube Closers and Clippers.
1—5 Roller Steel Mill.
1—Ralston Power Soap Press.
2—Broughton Mixers.
6—1200 lb. Frames.
2—Foot Para Block and Soap Presses.
1—Houchin Amalgamator.
3—Dopp and Houchin Vertical Crutchers.
1—1500 lb. Horizontal Crutcher.
2—Granite Stone Mills, 3 and 4 rolls.
4—Soap Powder Grinders.

Cutting Tables, Slabbers, Kettles, Pumps, Tanks, Filter Presses, Wrapping Machines, Tube Fillers, Closers, Crimpers, Dry Powder Mixers, etc.

Send for Complete List (Bulletin No. 10)

We buy and sell from single items to complete plants.

Stein-Brill Corporation

183 Varick Street **New York, N. Y.**
Phone: **Cable Address:**
WAlker 5-6892-3-4 **"BRISTEN"**

KLEENWELL

LIQUID GLOSS WAX

is making profits for jobbers!

Here is the modern treatment for floors—Kleenwell Liquid Gloss Wax—can be applied with a mop or cheese cloth rag; dries quickly and gives a fine bright polish without rubbing; non-inflammable and non-explosive; protects the surface; prolongs the life of floors. Add it to your line NOW.

** Kleenwell Liquid Gloss Wax has been approved by leading linoleum, rubber and composition floor manufacturers.*

Send for a generous testing sample and new low price!

CHICAGO SANITARY PRODUCTS CO.
2526 W. CONGRESS STREET
CHICAGO, ILL.

SOAP DIES and STAMPS

—for—
TOILET SOAPS
LAUNDRY SOAPS
BATH TABLETS
STAMPING

For Foot and Power Presses

Manufacture Backed by 35 Years' Experience

ANTHONY J. FRIES

717 Sycamore Street **Cincinnati, O., U. S. A.**

Where to buy

RAW MATERIALS AND EQUIPMENT

for the Manufacture of Soaps and Sanitary Products

NOTE: This is a classified list of the companies which advertise regularly in *Soap*. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on page 112, for page numbers. *"Say you saw it in SOAP."*

ALKALIES

American Cyanamid & Chemical Corp.
Columbia Alkali Co.
Hooker Electrochemical Co.
Niagara Alkali Co.
Solvay Sales Corp.
Stauffer Chemical Co.
Warner Chemical Co.
Welch, Holme & Clark Co.

AROMATIC CHEMICALS

Dodge & Olcott Co.
P. R. Dreyer, Inc.
E. I. du Pont de Nemours & Co.
Felton Chemical Co.
Fritzsche Brothers, Inc.
Givaudan-Delawanna, Inc.
Magnus, Maybee & Reynard, Inc.
Monsanto Chemical Co.
Naugatuck Chemical Co.
Newport Chemical Works
Sherka Chemical Co.
Solvay Sales Corp.
A. M. Todd Co.
Ungerer & Co.
Van Ameringen-Haebler, Inc.
Albert Verley, Inc.

BULK AND PRIVATE BRAND PRODUCTS

An-Fo Manufacturing Co.
Baird & McGuire, Inc.
Chemical Supply Co.
Chicago Sanitary Products Co.
Clifton Chemical Co.
Davies-Young Soap Co.
Eagle Soap Corp.
Federal Varnish Co.
Fergusson Laboratories
Fuld Bros.
Fumol Corp.
Harley Soap Co.
Hull Co.
Koppers Products Co.
Kranich Soap Co.
National Oil Products Co.
New York Soap Corp.
Palmer Products
Philadelphia Quartz Co.
John Powell & Co.
Geo. A. Schmidt & Co.
Sennewald Drug Co.
Shawmut Specialty Co.
Stevens Soap Corp.
Trojan Products & Mfg. Co.
U. S. Sanitary Specialties Corp.
White Tar Co.
Windsor Wax Co.

CHEMICALS

American Cyanamid & Chemical Corp.
Bowker Chemical Co.
Columbia Alkali Co.
E. I. du Pont de Nemours & Co.
General Chemical Co.
Grasselli Chemical Co.
Hooker Electrochemical Co.
Industrial Chemical Sales Co.
Mechling Bros. Chemical Co.
Monsanto Chemical Co.
Newport Chemical Works
Niagara Alkali Co.
Philadelphia Quartz Co.
Solvay Sales Corp.
Standard Silicate Co.
Stauffer Chemical Co.
Swann Chemical Co.
Victor Chemical Works
Warner Chemical Co.
Welch, Holme & Clark Co.

COAL TAR RAW MATERIALS

(Cresylic Acid, Tar Acid oil, etc.)

American Cyanamid & Chemical Corp.
Baird & McGuire, Inc.
Barrett Co.
Koppers Products Co.
Monsanto Chemical Co.
Reilly Tar & Chemical Co.
White Tar Co.

CONTAINERS

Continental Can Co. (Tin Cans)
Maryland Glass Corp. (Bottles)
Metal Package Corp. (Tin Cans)
National Collapsible Tube Co. (Tubes)
Owens-Illinois Glass Co. (Bottles)

DEODORIZING BLOCK HOLDERS

Clifton Chemical Co.
Eagle Soap Corp.
Fuld Bros.
Palmer Products, Inc.
U. S. Sanitary Specialties Corp.

ESSENTIAL OILS

Dodge & Olcott Co.
P. R. Dreyer, Inc.
Fritzsche Brothers, Inc.
Leghorn Trading Co.
Magnus, Maybee & Reynard, Inc.
A. M. Todd Co.
Ungerer & Co.
Van Ameringen-Haebler, Inc.
Albert Verley, Inc.

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Consulting Chemists and Engineers

Specializing in Soaps, Disinfectants, Insecticides, Polishes, Etc.

FOSTER D. SNELL, INC.

Chemists-Engineers

A technical organization offering complete consulting, research, operating and management service.

305 Washington Street Brooklyn, New York

STILLWELL AND GLADDING, Inc.

Analytical and Consulting Chemists

Members Association of
Consulting Chemists and Chemical Engineers

80 West Street New York City

CONSULTING CHEMISTS AND ENGINEERS

offering their services to manufacturers of soaps, disinfectants, household insecticides, polishes, cleansers, etc., should keep themselves before the entire industry regularly through the use of space in this department of SOAP.

Skinner & Sherman, Inc.

246 Stuart Street, Boston, Mass.

Bacteriologists and Chemists

Disinfectants tested for germicidal value or phenol coefficient by any of the recognized methods.

Research—Analyses—Tests

Patents and Trade Marks

Patent your inventive ideas. Register your trade marks. Protect your most valuable assets. For full information address **LESTER L. SARGENT, Registered Patent Attorney, 1115 K Street, N. W. Washington, D. C.**

LLOYD A. HALL

Research and Consulting Chemist

Specialist in the analysis, development and improvement of soaps, disinfectants and allied products since 1915.

Complete Research and Consulting Service

Laboratories, 1415 West 37th Street, CHICAGO, ILL.

We Manufacture

For The Trade ONLY

Liquid Soap Base
Auto Soaps
Potash Oil Soap
Shampoo
U.S.P. Cresol Compound
Coal Tar Disinfectants
Liquid Soap
Pine Oil Soap
U.S.P. Green Soap
Shampoo Base
Pine Oil Disinfectants
Insecticides

Ask for samples of these specialty bulk products

HARLEY SOAP CO.

2852 E. Pacific St. Philadelphia

F. & S.

Quality Colors
for
TOILET SOAPS
LIQUID SOAPS

TOILET PREPARATIONS

Long experience enables us to produce colors for all types of soaps.

If you have a shade you want matched send us a sample. We have complete facilities for matching.

Liquid soap colors a specialty—send for samples of F. & S. greens and ambers.

FEZANDIE & SPERRLE, Inc.

205 FULTON STREET
NEW YORK, N. Y.

Import—Manufacture—Export

RAW MATERIAL and EQUIPMENT GUIDE

(*Continued from page* 112)

NOTE: This is a classified list of the companies which advertise regularly in *Soap*. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on page 112, for page numbers. *"Say you saw it in SOAP."*

MACHINERY

Blanchard Machine Co. (Soap Powder)
Ertel Engineering Co. (Liquid Handling)
Anthony J. Fries (Soap Dies)
B. F. Gump Co. (Barrel Packers)
Houchin Machinery Co. (Soap Machinery)
Huber Machine Co. (Soap Machinery)
Illinois Steel Co. (Stainless Steel)
R. A. Jones & Co. (Automatic Soap Presses and Cartoning Machinery)
Proctor & Schwartz (Dryers)
Stokes & Smith Co. (Packaging Machinery)
Struthers-Wells Co. (Process)

MACHINERY, USED

Consolidated Products Co.
Newman Tallow & Soap Machinery Co.
Stein-Brill Co.

METAL CAPS

Anchor Cap & Closure Corp.
Crown Cork & Seal Co.
Ferdinand Gutmann & Co.

MISCELLANEOUS MATERIALS

Derris Inc. (Derris Products)
General Naval Stores Co. (Pine Oil-Rosin)
Hercules Powder Co. (Pine Oil and Rosin)
Industrial Chemical Sales Co. (Decol. carbon, Chalk)
National Oil Products Co. (Sulfonated Oils)
Pylam Products Co. (Lathering Agent)
Rohm & Haas Co. (Insecticide Base)

OILS AND FATS

Industrial Chemical Sales Co.
Leghorn Trading Co.
Newman Tallow & Soap Machinery Co.
Theobald Annual By-Products Refinery
Welch, Holme & Clark Co.

PARADICHLORBENZENE

E. I. du Pont de Nemours & Co.
Hooker Electrochemical Co.
Monsanto Chemical Co.
Niagara Alkali Co.
Solvay Sales Corp.

PERFUMING COMPOUNDS

Dodge & Olcott Co.
P. R. Dreyer, Inc.
Felton Chemical Corp.
Fritzsche Brothers, Inc.
Givaudan-Delawanna, Inc.
Magnus, Maybee & Reynard, Inc.
Ungerer & Co.
Van Ameringen-Haebler, Inc.
Albert Verley, Inc.

PETROLEUM PRODUCTS

Anderson-Pritchard Oil Corp.
L. Sonneborn Sons

PYRETHRUM PRODUCTS

(Insect Flowers, Powder and Pyr. Ext.)

An-Fo Mfg. Co. (Extract)
W. Benkert & Co.
McCormick & Co.
McLaughlin, Gormley, King Co.
S. B. Penick & Co.
John Powell & Co.

SOAP COLORS

Fezandie & Sperrle
Interstate Color Co.
Pylam Products Co.

SOAP DISPENSERS

Clifton Chemical Co.
Eagle Soap Corp.
Fuld Bros.
Palmer Products
U. S. Sanitary Specialties Co.

SODIUM SILICATE

American Cyanamid & Chemicals Corp.
General Chemical Co.
Grasselli Chemical Co.
Mechling Bros. Chemical Co.
Philadelphia Quartz Co.
Standard Silicate Co.

SPRAYERS

Breuer Electric Mfg. Co.
Hudson Mfg. Co.
Metal Specialties Mfg. Co.
U. S. Sanitary Specialties Corp.

STEEL CONTAINERS

John Trageser Steam Copper Works (Pails and Drums)
Wilson & Bennett Mfg. Co. (Pails and Drums)

TRI SODIUM PHOSPHATE

American Cyanamid & Chemicals Corp.
Bowker Chemical Co.
General Chemical Co.
Grasselli Chemical Co.
Swann Chemical Co.
Victor Chemical Works
Warner Chemical Co.

MECHLING'S
SILICATE OF SODA

ESTABLISHED 1869

MECHLING BROS. CHEMICAL COMPANY

PHILADELPHIA • CAMDEN, N.J. BOSTON, MASS.

Olive Oil

Olive Oil Foots

Deliveries spot and future in barrels, tank cars, drums or tank wagons.

ESSENTIAL OILS

Lemon—Bergamot—Orange

LEGHORN TRADING CO.
INC.
155 East 44th St., New York
Phone: VAnderbilt 3—6361-2-3
ITALY — SPAIN — GREECE — TURKEY — AFRICA

Know What You Are Buying

As a buyer or consumer of liquid insecticides you must have some medium for ascertaining the efficiency of the products you purchase and sell.

Why guess or be in doubt? You have at your disposal a medium for purchasing insecticides on an intelligent basis.

Entomological testing by the Peet-Grady method, and chemical examination of insecticides are now available.

Charges are moderate, and our completely equipped and expertly directed laboratory is at your service.

ENTOMOLOGICAL TESTING LABORATORIES, INC.
114 E. 32nd St. New York, N. Y.

Haphazard product development is common. It is wasteful. We develop products systematically for our clients.

Foster D. Snell, Inc.
Chemists-:-Engineers
305 Washington St.,
Brooklyn, N. Y.

These New Colors
will serve you well

PYLAKROME OIL GREEN LX-779
for mineral oils and brilliantines

PYLAM FAST MINT GREEN LX-806
for liquid soaps and soap bases

PYLAM FAST PALM GREEN LX-831
for cold, semi-cold and milled soaps

PYLAM FAST HELIOTROPE LX-832
for cold, semi-cold and milled soaps

PYLAM FAST SCARLET LX-834
for liquid soaps and soap bases

Free Samples on Request

Pylam Products Co., Inc.
Manufacturing Color Chemists
799 Greenwich St. New York City

SOAP POWDER
FLUFFY AND HEAVY

Scouring Powder
and
Detergent

Packed in barrels or kegs.
In bulk to the trade.

STEVENS SOAP CORP.
200 Sullivan St., Brooklyn, N. Y.
CUmberland 6—3747

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The *Manufacturing* CHEMIST

PHARMACEUTICAL COSMETIC & PERFUMERY TRADE JOURNAL

Embracing the Manufacture of Drugs, Pharmaceuticals, Cosmetics, Toilet Preparations, Photographic Materials, Soaps, Fine Chemicals, Essential Oils, Perfumes, Dental Preparations, Patent Foods and Machines in Liquid, Powder, Paste, Pill and Tablets, Polishes, Antiseptics, Germicides.

SOME RECENT ARTICLES

Wood Polishes, by A. B. Searle.
The Removal of Superfluous Hair, by Dr. Albert Ellmer.
Essential Oils in India and Ceylon—A Review.
The Fatty Alcohols and their Sulphonated Products.
Metal Polishes, by Alfred B. Searle.
Colour Combinations in Cosmetics, by H. Stanley Redgrove.
The Malaria Scourge, by Dr. Konrad Schulze.
New Perfumes and Cosmetics.
Recent Advances in Anaesthesia, by Dr. Konrad Schulze.
The Manufacture of Vanishing Creams, by Thomas McLachlan.
Medicinal Hair Preparations, by Frank H. Sedgwick.
Loose Powder Containers, by H. Stanley Redgrove.

Beside the GRIFFIN.

LEONARD HILL LIMITED
231 STRAND LONDON. W. C. 2.
(Opposite the Law Courts)
ENGLAND

Publishers of

FOOD MANUFACTURE, PAINT MANUFACTURE, FOOD INDUSTRIES MANUAL, RUBBER INFORMATION, CHEMICAL ENGINEERING & CHEMICAL CATALOGUE.

HULL POWDERED METAL POLISH

is a patented product obtainable only from a limited number of licensees.

The Hull Company

305 Washington Street
Brooklyn, N. Y.

MAILING LISTS

Pave the way to more sales with actual names and addresses of Live prospects.

Get them from the original compilers of basic list information—up to date—accurate—guaranteed.

Tell us about your business. We'll help you find the prospects. No obligation for consultation service.

60 page Reference Book and Mailing LIST CATALOG

Gives counts and prices on 8,000 lines of business. Shows you how to get special lists by territories and line of business. Auto lists of all kinds.
Shows you how to use the mails to sell your products and services. Write today.

R. L. POLK & CO.
Polk Bldg.—Detroit, Mich.
Branches in Principal Cities
World's Largest City Directory Publishers

Mailing List Compilers. Business Statistics. Producers of Direct Mail Advertising.

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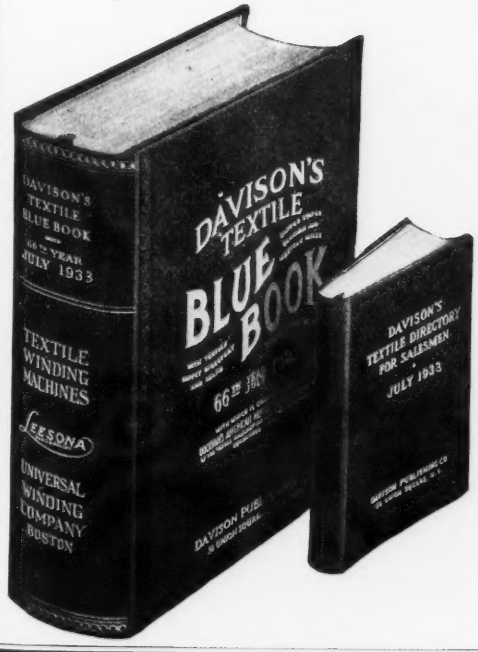

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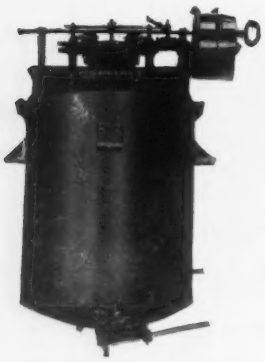

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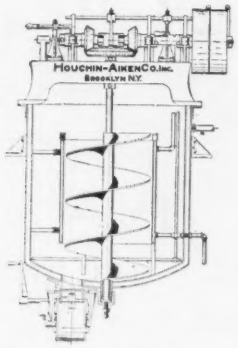
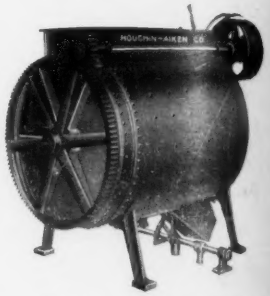


Perfection Crutcher Cross
Section View Plunger
Type Valve



Horizontal Crutcher

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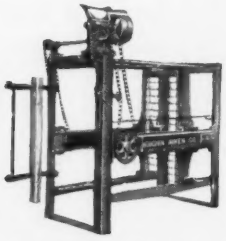
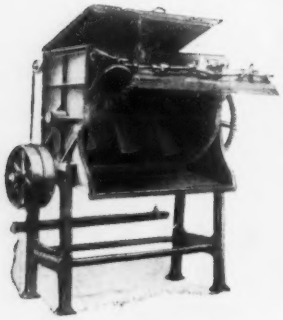
Press

Standard
Soap Frame



Automatic Power
Slabber

Automatic Power Cutting
Table



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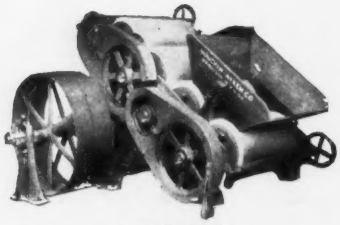

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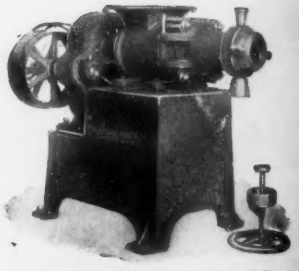

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